

DEC 31 1923
Why Are Retailer's Selling Costs Too High? in this
Vol. 69 issue
No. 26

THE

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CHICAGO AND NEW YORK

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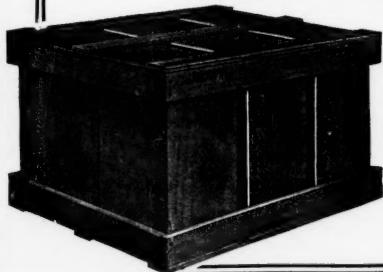
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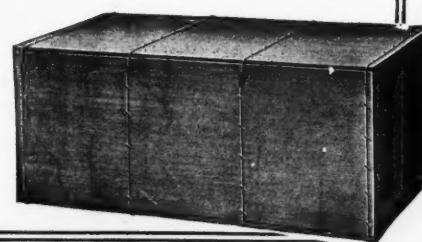
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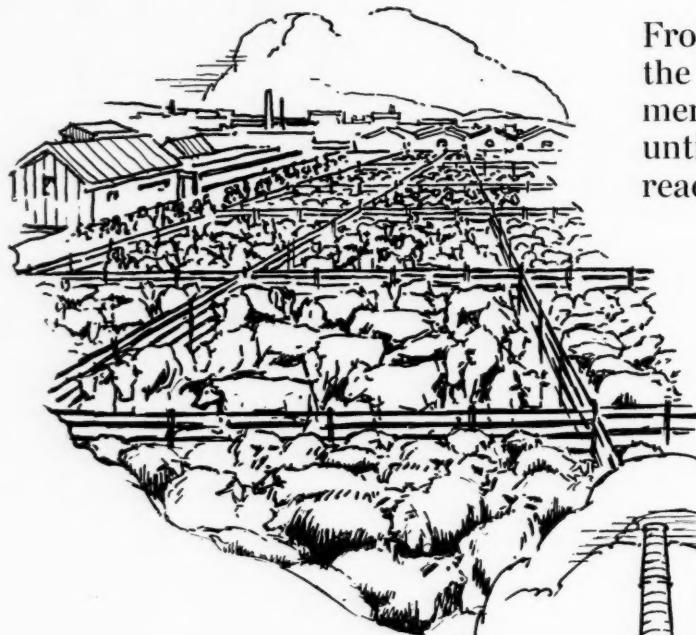
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Directions for Making Minced Ham or Sausage outlined
on page 22

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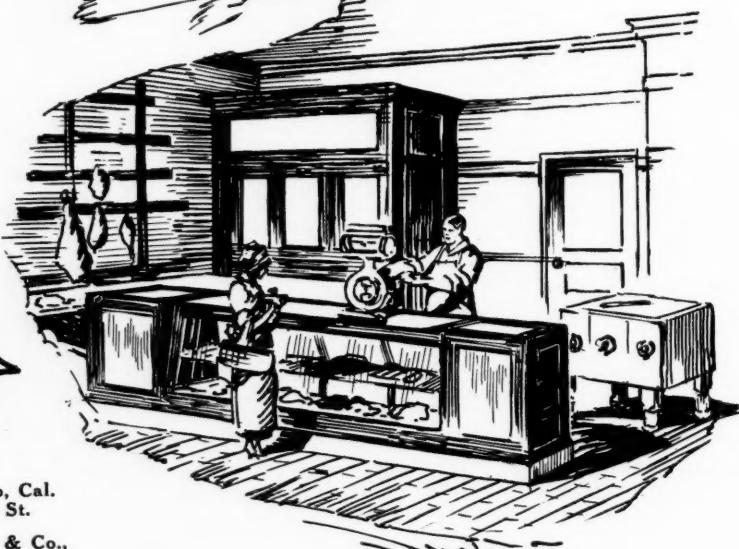
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Vol. 69.

Chicago and New York, December 29, 1923.

No. 26.

The High Cost of Meat Retailing

Is It High Wages or Inefficient Management? Are the Men Earning Their Wages and is the Boss Earning His? Expert Suggests That Each Study His Own Situation to Find Out

Most retail dealers will admit that it costs them too much to do business. Many of them will confess that they don't know what to do about it.

Nobody ever seemed to get at the facts in a definite way until the meat industry induced the series of studies of actual market results now going on, which are being printed in the pages of THE NATIONAL PROVISIONER from month to month.

Now it is found that (in Chicago, for example) 65 cents of the retailer's dollar goes for wages. In other cities wages take even more.

Wages take five or six times as much as rent, and ten or twelve times as much as ice and refrigeration.

More Service and More Sales.

The problem is not one of cutting

wages, however. Low wages mean poor service. What must be done is to get more out of the wages paid.

How? By getting better service and more sales.

Increased volume of sales, at the same selling expense, means increased profits. The figures in these reports prove it.

Better service and lower prices stimulate increased sales. To say that high wages and low prices mean increased profits sounds strange, yet the figures seem to justify it.

But none of this is possible without efficient management. Instead of blaming the wage situation and other conditions, many a retailer might study himself and the way he runs his shop—in the light of these reports from those who have been making a study of the trade.

increase in the volume of business done. Wages, rents, and the other major expenses remained the same. The only expenditure which shows a noticeable decrease absolutely and in relation to sales is that for ice and refrigeration.

With expenses remaining the same and volume of sales increasing, the ratio of expenses to sales must decrease. And so it has in each of the cities studied.

The greatest decrease over last period came to merchants in Chicago. For 54 identical firms reporting in the last two periods the additional business of \$18,560 was done with an added expense of \$497. That is, this business was done at an expense ratio of 2.7.

This seems to show conclusively that firms do not currently operate their plants at maximum efficiency. It is altogether probable that considerable additional business could regularly be done by firms without materially expanding their plant or adding to their expenses. In fact, expenses relative to sales might actually be reduced by an expansion in business.

Cost to do Business in Chicago.

Business operations of merchants in Chicago have now been observed since February 26, 1923. During this time, the ratios of operation have averaged 19.0. The highest average ratio—21.0—occurred during the four weeks ending March 24; the lowest one—17.3—applies to the period ending December 1.

During all of the other periods, the average ratios varied within the narrow range of 18.2 to 20.3 per cent. The greatest average range is, therefore, from 21.0 to 17.3; the most common one from 18.2 to 20.3.

These ratios, however, are averages for all reporting firms. They cover in each period a wide range of expense ratios. In each of them a considerable number of merchants are found who have expenses as low as 12 and as high as 30 and more per cent of their sales. When the whole period is considered as a whole, the most common expense ratio is 20 per cent.

While more firms operated at this than
(Continued on page 46.)

More Standards for Meat Dealers

By Dr. Horace Secrist, Director Bureau of Business Research, Northwestern University.

I

Current Conditions in the Trade.

During the four weeks ending December 1, 1923, the sales of retail meat dealers in Chicago and Cleveland, (reporting to the Bureau of Business Research and to the Department of Agriculture jointly) increased 7.5 per cent over the preceding period. This period included the Thanksgiving trade in each of the cities and increased sales were expected, although so far as is known no data have before been available for any group of dealers which would show the increase which comes in this time of the year.

The larger increase—8.7 per cent—came

to merchants in Chicago. Those in Cleveland had an increase of 3.0 per cent.

With these increases in sales, however, expenses remained almost stationary. For all of the stores identical for the last two periods, total operating expenses in Chicago increased 1.3 per cent, and in Cleveland .8 of one per cent.

More Business Decreases Costs.

For all merchants in Chicago reporting during the last four weeks, the ratio of the operating expenses to sales was 17.3. The corresponding ratio for the previous period was 18.8.

This reduction is due not so much to a decrease in the actual expenses as to an

Mr. Packer Salesman:

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Have you studied the retailers in your territory? Do you try to help them, and by doing so, help yourself and your firm?

Australian Beef Situation Still Bad

Continued Drouth and Other Factors Depressing the Industry—State Operated Meat Shops and Stock Ranches a Failure

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, Nov. 26, 1923.

Australians interested in the meat trade have been watching with much interest the developments in the Argentine in the trouble that took place between packers and the government in regard to the price to be paid for beef. They take some measure of comfort from the fact that their greatest trade rival is in the same difficulty as the Australian cattle industry owing to the slump in prices.

It is admitted, of course, that the Argentinian is in a much better position to remedy matters, owing to his nearness to the main world markets, and the fact that he can land his beef in a chilled condition. Australians have not given up hope that they may still be able to do so; at present the distance appears to be too great, and the Australian beef has been sent frozen.

The discovery of an effective means of chilling long enough to outlast the longer voyage from Australia to London will make a big difference in the outlook of the Australian meat trade; but that longer distance will still leave Australia at a disadvantage in freights.

New Zealand is to make an experiment in the sending of chilled meat by the Linley process, Messrs. Weddell & Co., London, having made an arrangement with the Wellington, N. Z., Meat Export Company. The Linley process has been talked about in Australia for some years; but it never seemed to prove practical. Now it is claimed that it has been perfected.

A chilling chamber has been fitted up at the Wellington company's works and on the fast oil-burning steamer Kent. Mr. Linley has gone to New Zealand to supervise the arrangements. This experiment will be closely watched in Australia, which as a much greater beef producer is more clearly interested in it than is New Zealand.

Prospects Not Very Bright.

The bad seasons in Australia have made the export question less acute than it otherwise would be. The past season saw little more than half an average season's beef output, and at present the prospects for next year do not appear to be any brighter, as the usual wet season has been delayed. Conditions over most of the State, and especially in the sheep areas, have been most unsatisfactory.

If, however, the wet seasons return to normal and cattle continue to multiply as rapidly as they do under such conditions, Australia would soon have a big supply and the export of beef would become much greater.

All of last season's pack of beef has been exported except beef that is required to fulfill contracts in the East and elsewhere, and nothing further is likely to ar-

rive on the London market for some months. A few of the plants are working on what fat cattle can be picked up here and there, but the meat season, recognized as such, is at an end and will not commence before about March or April next. The mutton works, however, are killing sheep.

Higher Prices in Australia.

The natural shortage of cattle in the southern parts of Australia, and the difficulty of sending them overland in such a bad season has led to the shipping of beef to the other states from Queensland in a frozen or chilled condition. This has helped to keep some of the factories operating when, under other circumstances, they would be closed down.

The extraordinary part of the cattle distribution in Australia is that while beef is exported to London and sold at, say, 4½d per lb. (about 9 cents) wholesale, the retail price in Melbourne, the capital of Victoria, is probably nearer 24 cents per lb., and in Sydney, which is more favorably situated for beef supplies, not quite so high.

This position is never likely to rectify itself, as Victoria concentrates her efforts on the raising of cross-bred sheep and not on cattle. Though the proportion of mutton and lamb eaten is much greater than in the United States, as compared with beef, the smaller states continue to draw on the northern state, Queensland, for

their beef, either by importing the cattle on the hoof or in the form of chilled product.

The chances are, therefore, that, whatever surplus beef is available in Queensland, a certain large percentage will be taken to supply the home consumption in states that do not raise enough cattle to supply their own requirements.

The British Market.

Though inquiries have been made by the Australian trade organization in various countries regarding markets, it is recognized that the main market must continue to be Great Britain. Therefore the trade here is vitally concerned in the political situation in England and the proposals that have been made at different times to secure preference for Australia meat.

It was expected that this matter would be warmly pressed at the Economic Conference; and so it was. But the general impression left is that free-trade England and the general hostility of workers to any interference with the free flow of foodstuffs, will prevent any likelihood of any preference being obtained for either meat or wheat, Australia's two big food-stuff productions.

Reports from London during the stay of the Australian prime minister show that meat trade conditions received a lot of attention. The arrangements made by the big meat organization which has such a control in the British markets (Vestey Brothers) were watched with keen interest, and it was said that beef was being landed and sold at 2d per lb. cheaper than Australian meat could be profitably put on the market. [See editor's note.]

Vestey's Control the Situation.

The difficulty of dealing with the situation from the Australian standpoint is that British financial interests are so largely identified with the meat distribution in England. If the Australians had to meet merely foreign trade interests, the appeal for Empire preference would (Continued on page 38.)

Argentine Meat Price Legislation Fails

(Staff Correspondence of The National Provisioner.)

[EDITOR'S NOTE.—In connection with the last letter from THE NATIONAL PROVISIONER'S Argentine staff correspondent, cable advices were printed concerning the failure of the Argentine minimum price law and its suspension by the government. This is further confirmed in the following letter.]

Buenos Aires, Arg., Nov. 28.

Common sense is at last prevailing, even with the firebrands among the supporters of the ill-advised minimum price legislation which proved a complete failure, much to the satisfaction of all those who have the interests of Argentina's meat industry at heart.

While the law is to remain on the statute-books, yet it is generally believed that the President, with whom its application is optional, will never again attempt to enforce it, even though he announced, in the decree suspending its operation for a period of six months, that his future policy would be dictated by the circumstances prevailing in the cattle trade at the expiration of this period.

While true that nothing should be said of the dead but what is good, yet one cannot resist the temptation of pointing out

that the law did not favor those who needed help most namely, the breeders. It would, however, have been of some advantage to feeders.

Packers' Action Justified.

That packers were justified in suspending all purchases of export types of cattle while the law was enforced is now generally admitted by everybody. Fortunately, this legislation has done no further harm than to cause a great deal of temporary uneasiness. Material losses have not been heavy, as the application of the law only lasted a short time.

Due to the two weeks' suspension of purchases by packinghouses, offerings of export type of cattle are exceptionally heavy at the present time, and prices have fallen considerably. However, with the gradual absorption of this accumulated surplus it is likely that a reaction will set in, and prices will again reach the level which prevailed at the time the suspension of purchases was made effective.

(Continued on page 42.)

Meat Packing: Business or Speculation?

Is It No Longer a Seasonal Business? If So, What Should the Packer Do to Meet Changed Conditions?

About a year ago the trade was in the midst of a lively discussion in the columns of THE NATIONAL PROVISIONER on "What's the Matter with the Packing Business?" Just about this time last year one writer charged that the packer was not a packer, but a gambler!

It is believed that this discussion has had some result, and that the industry has come to a clearer realization of its situation than it once had.

It might be interesting and valuable at this time to review the situation, and—looking back on what has passed—try to arrive at the facts.

These may be summed up in the series of three articles prepared by a student of the packing business, of which the first appeared last week, dealing with "A Study of the Hog Supply." This week's article reviews the effect of hog and product prices on marketing and packing. The concluding article, to appear next week, will discuss a possible remedy for the situation.

II—Effect of Hog and Product Prices on Marketing and Packing

We have seen from the article published last week in THE NATIONAL PROVISIONER how receipts of hogs and packinghouse operations, as indicated by the dressing of hogs under Federal inspection, are distributed over the different months in such a way that the packing industry now may be regarded as an all-year-round business.

In this article demand and prices, both of the raw material and of the finished product, will be considered.

The current trend in pork consumption apparently is toward increased uniformity in the monthly consumption of fresh and cured pork.

Formerly, fresh pork was sold for the most part during the cooler months of the year, but recently it has been sold during the summer months in comparatively liberal quantities. Witness the current year, with its record-breaking production of pork.

The consumption of cured meats is seasonal to a certain rather limited extent. The months of June, July, and August are periods of heavy ham consumption, and the autumn months are periods of heavy bacon consumption.

Lard also is somewhat of a seasonal product. The trade falls off to some extent during warm weather, with the result that stocks accumulate, and usually reach their peak for the year during the latter part of the summer.

Pork Demand is Fairly Even.

On the whole, however, the demand for pork, as indicated by the figures showing the monthly consumption per capita of pork produced under Federal inspection, is fairly constant from month to month. This is shown by the following table and the chart shown with this article, based on figures issued by the United States Department of Agriculture:

Percentage of Total Yearly Pork Consumption Used Monthly.

Month	1920	1921	1922
January	10.6	10.0	8.4
February	6.1	8.0	6.8
March	8.0	8.2	6.5
April	7.5	8.7	7.0
May	9.6	8.8	8.3
June	8.2	8.2	8.7

July	8.1	7.8	8.1
August	8.7	7.1	8.3
September	9.0	7.9	9.4
October	9.1	9.0	9.4
November	8.7	8.3	9.6
December	6.4	8.0	9.6

(See Chart)

Pork Prices Have Varied Little.

The prices of pork products have fluctuated comparatively little from month to month during the current year. Fluctuations were greater during the war years and the years immediately thereafter, but the tendency this year has been toward an "evening-up."

This is apparent from THE NATIONAL PROVISIONER MARKET SERVICE charts which have been published in THE NATIONAL PROVISIONER at regular intervals. The most recent chart shows that the prices of lard, short rib sides, and sweet pickled hams have been remarkably steady during the current year, more so, apparently, than during the years before the war. The charts referred to also show that live hog prices have become relatively steady from month to month.

An average line, covering several years, appears on some of THE NATIONAL

PROVISIONER MARKET SERVICE charts. This line naturally will be more steady than the line for any single year, inasmuch as any average tends to lower the high points and raise the low points.

Prices and Consumption Have Steadied.

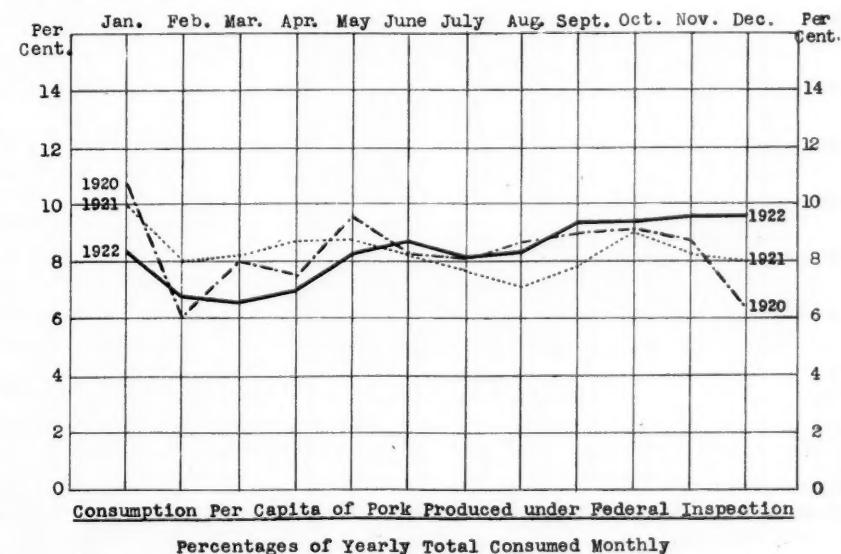
From these charts and figures it is evident that hog prices have become steadier than they were years ago; that consumption changes little from month to month, and that product prices show evidence of steady levels.

In a previous article, the figures and charts showed clearly that hogs are coming to market in such numbers from month to month as to make the packing business an all-year-round business, instead of a seasonal business, as it was originally.

What is the packer to do in view of this changed situation?

The next article in this series will try to tell. If it does not succeed in doing that, it will at least review some of the interesting theories which have been advanced to put the packing business on a better basis.

[EDITOR'S NOTE.—The third and concluding article of this series will appear in the next issue of THE NATIONAL PROVISIONER.]



TRADE GLEANINGS

John Seigel has opened a slaughter house in Boulder, Colo.

Brownsville, Texas, recently voted \$36,000 for the construction of a municipal abattoir and cold storage plant.

The Flushing Sausage Co. has been incorporated in Brooklyn, N. Y., with a capital stock of \$10,000. Directors are Julius Weinor, Abraham Markinson and Samuel Lubin.

Armour and Company will take over shortly after the first of the year, the soap factory of the B. T. Babbitt corporation at Babbitt, N. J. This plant has excellent facilities for distribution throughout the East.

The American Cotton Oil Co.'s plant, at Guttenburg, N. J., is reported to have been sold to Lever Bros., the English soap people, while the plants at Gretna, La., are rumored to have been sold to southern interests.

The Idaho Provision and Packing Co., Boise, Idaho, has opened three meat markets in grocery stores in that city. These are the first links in a chain which the company plans to extend to various parts of the state.

The Keefe-LeSturgeon Company of Arkansas City, Kans., has taken over the plant of the Wichita Dressed Beef & Provision Co., Wichita, Kans., and will operate it in connection with the packing business of Henneberry & Co. of Arkansas City.

The annual open house at the Madison, Wis., plant of Oscar Mayer & Co. was held on December 16. The entire plant was open for inspection, talks were given by various members of the local organization, and a light lunch was served to the visitors.

F. S. Hudson, of the well-known firm of Hudson & Lemont, Akron, Ohio, provision brokers, has bought a controlling interest in the Fostoria Packing Co., Fostoria, Ohio. Mr. Hudson will take charge as president and general manager. An Akron brewery plant has also been purchased and will be converted into an important branch house to handle the Akron business.

J. Carpenter, for many years Australian representative of Armour and Company, has, with S. T. Muir, formerly wool and produce manager for the Riverstone Meat Company, acquired the old-estab-

lished wholesale butchering business of W. S. Hales at Hornsby and St. Leonards, N. S. W., and formed it into a limited company under the title of J. Carpenter, Hales & Co., Ltd., with a capital of £30,000.

The packing plant of Albert Worm & Co., at Indianapolis, one of the best of the smaller plants in that territory, is now being operated as the Bell Packing Co. Isaac Powers, of Terre Haute, Jackson ville and "points west," is president, and the vice-president and general manager is D. A. Bell, formerly with the Home Packing & Ice Co. of Terre Haute. Mr. Bell is a brother of C. M. Bell of the Powers-Begg Co., Jacksonville, Ill., and a chip off the same block. The Indianapolis plant has been remodeled, killing has been increased, and both the sausage and provision departments have grown by leaps and bounds since Mr. Bell took hold.

The St. Louis Independent Packing Co. has elected the following officers, following the death of president Gustav Bischoff, Jr.: President and treasurer, L. E. Dennig; vice-president, Al. Bischoff; secretary, W. W. Krenning; general manager, E. G. Barber. Mr. Dennig was one of the founders of the company and has long been its vice-president. Mr. Krenning is the beef expert of the company, and Mr. Barber has been the Eastern representative, with headquarters at Pittsburgh. He has spent a lifetime in the business and is one of the best-known and most popular men in the provision trade. It is said that Gus Bischoff on his deathbed selected him as his successor.

HOLIDAY GREETINGS.

Holiday greetings from readers of and advertisers in THE NATIONAL PROVISIONER have poured in from all over the country. It is impossible to acknowledge all of them, but each of the senders has the thanks of THE NATIONAL PROVISIONER for the kindly remembrance.

PLAN TO INSPECT MEAT.

A city meat inspection ordinance is being considered in York, Pa. The ordinance, which is a modification of one recommended by the state health department, will probably be introduced in the city council shortly after the new year.

TO FORCE PACKERS' AUDIT.

Following the refusal of certain packers to permit the U. S. Department of Agriculture to put a permanent force of auditors into their offices the federal department of justice has filed application with the U. S. district court at Chicago asking for writs to compel these packers to give the government access to their books and records. The action is against Swift & Company, Wilson & Co. and the Cudahy Packing Co. The petitions must be answered by January 11th.

This action is based on the claim of the Secretary of Agriculture that the packers and stockyards' act gives him authority to carry on a permanent system of inspection of packers' books. Packers claim that the law gives him no such authority, and that where no specific demand is made for information, such action is not only illegal, but also an invasion of private rights, and therefore unconstitutional.

GERMANS USING FROZEN MEAT.

The difficulty of obtaining frozen meat from abroad increased during October in Germany. Frozen meat is now used more extensively in Germany because of the decrease in production of domestic fresh meats. The decline in German meat production is a result of decreased slaughtering; the second quarter of 1923 showing a decline in the slaughter of beef cattle of 45 per cent, as compared with those for the corresponding period of 1913; calves about 16 per cent, hogs 66 per cent, and sheep 38 per cent, says Assistant Trade Commissioner, R. J. Scovell, Berlin, in a report to the Department of Commerce.

During the latter part of October the mark stabilization resulted in cheapening imported frozen meat in comparison with domestic fresh meat. The demand for frozen meat increased and importers could not obtain sufficient amounts to meet the necessary purchases. The available amount was much below the allotment decided upon in August as necessary for securing proper quantities of the commodity.



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 Co., Baltimore, Md.; T. P. Breslin, Standard Pack-
 ing Company, Inc., Los Angeles, Cal. For one year:
 Edward A. Cudahy, Jr., Cudahy Packing Company,
 Chicago; G. F. Swift, Jr., Swift & Company, Chicago;
 Oscar G. Mayer, Oscar Mayer & Co., Chicago; W. H.
 White, Jr., White Provision Company, Atlanta, Ga.;
 J. A. Wiederstein, John Hoffman's Sons Company,
 Cincinnati, O.

Keep on Saying It

The December issue of the monthly economic review of the National City Bank of New York comments at length on the recent price-fixing legislation in Argentina and its effect on the livestock and packing industries. In this connection the following statements are of general interest to the industry in this country.

"The attempt of Argentina to fix arbitrarily the prices of products which must

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be sold in world markets is on a par with similar proposals in the United States. Neither country has such a command over foreign markets as will enable it to do so, the effect if tried by either being simply to exclude its products from foreign markets....

"These attacks upon American packers wherever they may be operating are attacks upon American business.... If there was any basis of truth for these official attacks they would be of course justifiable, but in fact the American packing industry is one of the most efficient and useful industries in the world, rendering a highly organized service to producers and consumers upon a margin of profit so small that the packers' chief trouble has been the refusal of the public to believe the truth, although the evidence has been conclusive.

"To suppose that the packers thus voluntarily restrict their profits would be to give them credit for an altruism that they do not profess, and it is safe to conclude that the conditions surrounding the industry are such that they are unable to get more. The bankers of this country, who have been accustomed to lend large sums to finance the industry, and naturally have insisted upon full information about the earnings, always have known that the business was highly competitive and conducted upon exceedingly small margins.

"But such practical information as bankers seek counts for nothing against political agitation. Nor does the fact that the packers have suffered heavy losses along with the farmers by the decline in livestock products."

None of this is news to the industry, nor to some classes of the public, but it is a type of fact that must be constantly reiterated. As is well known, the packing industry has always been a target, probably because it was generally successful, and success in any large way is likely to raise questions in the minds of the majority, particularly if that success has to do with a product so generally used as meat.

The public thinks of the price paid for meat delivered into the kitchen refrigerator as the price received for the animal carcass immediately after it has passed through the packinghouse. There is no thought given to the many expensive phases of refrigeration, transportation, handling and local delivery necessary to have fresh, cured, smoked, or any other kind of meat always at the other end of the telephone when it is desired.

When the American public travels on a Pullman and dines and sleeps there, the American public knows that this service is necessarily expensive, accepts it as such, and pays the price. When the American public stops at our first-class hotels, perfectly-appointed and with ideal service, it pays the price and is satisfied to do so because it knows that to secure such surroundings and comfort much expense is involved.

But when the American public wants to buy porterhouse steak, French lamb chops or ham, it is apt to complain of the price. There does not seem to be an understanding that the appointments necessary to place these prime products in the family

larder are relatively just as extensive and expensive as luxurious travel and perfectly-appointed hotels. It forgets that there is so much of the steer that is not porterhouse, that a hog has only two hams, and that French chops are cut out from selected lamb carcasses only.

The solution of the problem appears to lie in an unending effort on the part of the industry to educate the public, to maintain good feeling between each integral part of the industry and every other part, and to establish an honest effort on the part of all to place the reason for price levels where they belong.

The livestock grower and the public must have the packing industry between, and the packing industry has no function but to serve both. But as the industry is not operated as a philanthropy, it has a right to a profit, not measured in total dollars, but on percentage of operation. This is a fundamental right in all other businesses, and will eventually be conceded to the various branches of the meat industry.

◆◆◆
Pocketbook vs. Appetite

In a recent issue of the *Literary Digest* there appears an article on "The Tragic Crusoes of Wrangel Island," in which the following interesting comment is made on the place of meat in the diet of the adventurers:

"When a man is living off the country, he will eat five pounds of meat a day. Except for the chance of eggs in the spring, when the eider and crowbill ducks and the snow geese return from the south, he has nothing else upon which he can count."

"Contrary to the belief of the civilized world, where a man thinks he jeopardizes his health if he eats a mutton chop twice a day, the men of the North have demonstrated that they can remain perfectly healthy indefinitely on a diet exclusively of meat."

"Scurvy develops, not from lack of vegetables, but from lack of fresh food of any kind. Vitamin A, which is the scurvy preventive, is found in either fresh meat or fresh vegetables."

As suggested here, meat could well furnish an even larger proportion of the diet of inhabitants of the temperate regions. The more delicate meats, such as lamb chops, bacon and even steaks, appearing in the breakfast menu of the average person, would send to business every day a more efficient worker than the one who plays with a breakfast of less nourishing foods.

However, America's average per capita consumption of meat is controlled largely by economic conditions rather than a lack of appetite appeal. In the year just closing, industrial conditions generally have been good and the consumption of meat has increased, in spite of the many and varied efforts of the food faddists.

PRACTICAL POINTS FOR THE TRADE

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Minced Ham or Sausage

One of the generally-popular sausage products is minced ham. Under government regulations this cannot be called "ham," since it usually contains some beef in the formula. Therefore, under inspection rules, it must be called "minced sausage." However, the trade generally knows it as minced ham.

Much information about minced ham or sausage has been published on this page. The following inquiry from a Southern subscriber affords opportunity for covering this subject again for those who desire full information. He says:

Editor The National Provisioner:

Can you give me a formula for making minced ham, to be stuffed in beef bladders? I should like full directions for curing the meats, etc.

Following are the meats and curing materials used in a good formula for minced ham or sausage:

Formula for Minced Sausage.

Meats (all dry-cured:)

50 lbs. boneless bull meat
20 lbs. lean pork trimmings
20 lbs. pork cheeks
10 lbs. regular pork trimmings

100 lbs.

Spices:

4 oz. white pepper, whole or ground.
8 oz. granulated sugar
2 oz. saltpetre or nitrate of soda
Cereal optional

Curing the Materials.

Cure all meats separately. As a rule it is not necessary to cure the regular pork trimmings. They may be used strictly fresh, which helps to reduce the salt flavor in the finished product.

In curing the meats, to a tierce of 360 lbs. of meat use 10 lbs. salt, 2 lbs. sugar, 12 oz. saltpetre or nitrate of soda, and 2 gals. of No. 2 ham pickle (that is, 50 degrees strength.) If the curing is done in smaller quantities, figure accordingly.

Grind the meat through the 1-inch plate of hasher; then weigh off 180 lbs. of meat and put in mixing machine, adding the dry cure ingredients as specified (with the exception of No. 2 ham pickle) and mix for about three minutes.

Then put the meat in a barrel and pour the one gallon of No. 2 ham pickle over it. Do not pack the meat any more than is absolutely necessary.

Cure in open barrels at a temperature of 36° to 40° for five to seven days.

If, for any reason, the meat is not used within the above specified time, it is advisable to put a tight head in the barrel to check the cure, as meat after reaching cured age has a natural tendency to deteriorate.

When using the cured product, some classes of trade demand very little salt, while others like a little more. As a rule packers use all the salt the product will stand, for the reason that the sausage is shipped considerable distances to their

branch houses, which are their distributing points, and the product must have as much salt as possible to carry. But if they are selling to the trade direct and doing a local business, it is advisable to use about 10 lbs. of fresh beef trimmings or fresh pork trimmings to each 100 lbs. of meat chopped, which will reduce the saltage and produces a very mild flavor.

Method of Handling.

When it comes to making the sausage, grind the boneless bull meat and pork cheeks through the one-eighth inch plate of hasher, and the lean and regular pork trimmings through the $\frac{1}{4}$ inch plate.

Then put the bull meat and pork cheek meat in the silent cutter and chop about two minutes. Then add lean and regular pork trimmings, spices and about 10 lbs. of ice water or crushed ice, and chop altogether for about two minutes additional.

Then place in the mixer, adding flour (if used) and just enough crushed ice to keep meats cool, and mix for about four minutes.

Then take to the stuffing bench and stuff in beef bladders, turning them inside out over the filler. Puncture the bladders thoroughly to let out the air. Necks of bladders are to be fastened with skewer before tying. Tie with 3-ply silver sail twine, knotting the twine to hang on the smoke sticks.

Then hang in the cooler at about 36° to 40° Fahr. over night. The following morning put in a smoke house kept at a temperature of 135° to 140° for the first two hours. Then gradually raise to 150°, and hold at this point until the desired color is obtained.

Cook three to six hours, according to the size of bladders, at 160° temperature.

After taking out of the cooking vat the product is to be sprayed or chilled in cold water for about three minutes. Then allow product to hang in natural temperatures for from two to three hours to partially chill. Then put in a cooler at from 45° to 50° to chill before packing.

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

Lumps in Oleomargarine

A subscriber in the East who makes oleomargarine writes as follows:

Editor The National Provisioner:

What is the best way to avoid small lumps or grains in oleomargarine, churned the usual way, chilled in ice water and ripened over night at 68 to 70 degrees F.? The worker and blender is unable to overcome this trouble.

Possibly the inquirer in dumping tierces into melting kettles does not heat the product enough, and some of the hard substances do not get thoroughly melted, and when dumped into the water it forms lumps. When not melted thoroughly and run too fast into water this does not give it a chance to mix up and grain, and it has a tendency to form lumps.

Possibly the inquirer does not have agitation enough in this process. It requires a man steadily to work it up and down through the water, breaking up the little particles, providing this is done when the lumps are warm.

Possibly they are using extreme titres of oil. Real soft and real hard do not blend properly. Always regulate temperature of water in accordance with the hardness of oil. High-titrated oil will set quickly in cold water.

Carrying Smoked Meats

A provision merchant in New York City wants to know about the effect of storage temperatures on smoked meats. He says:

Editor The National Provisioner:

I would thank you to inform me what effect the temperature of 20 degrees has on smoked ham and smoked bacon.

Is the flavor in any way affected, and does the bacon suffer in any manner?

What is the most desirable temperature in which to store bacon?

A temperature of 20 degrees for smoked meat storage has a strong tendency to bleach the color of the product, also retains moisture on outer surface, and the meats will readily mould when subjected to warmer temperatures.

The most satisfactory temperature to carry smoked meats is 40 to 45 degrees dry temperature, with free air circulation.

This is a very unusual inquiry, as the best concerns today make a practice of shipping smoked meats strictly fresh, as soon as it is chilled and dried off, so that the dealer will have the benefit of displaying an attractive article on his counter, and the consumer will get the benefit of the delicious flavor, which is lost through storing products.

There is also another feature that enters strongly, and that is the question of shrinkage. The comparison between storing meats and prompt handling is a tremendous item.

How and when are dry salt meats overhauled in storage to get the best results? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

A Damp Sausage Cooler

Very often sausage manufacturers do not stop to realize the conditions under which they are operating. Here is a small packer who has a damp sausage cooler and mouldy sausage. He wants a remedy.

Come to find out, his cooler opens into his sausage kitchen, which is full of steam, of course. His ventilators are poorly placed and he has ammonia coils on the side walls of the cooler. No wonder he has trouble! He says:

Editor The National Provisioner:

We have a damp sausage cooler with ceiling about eight feet from the floor, cork insulation, ammonia coils on the wall, two 8-inch ventilators, door in each end. One door opens into the sausage kitchen, where there is much moisture condensed on the ceiling and on the sausage, making it slippery. Can you suggest a remedy?

It is noted that in the sausage kitchen adjoining the cooler there is much moisture condensed on the ceiling and on the sausage, making it slippery.

It is suggested that the inquirer install overhead ventilators in the ceiling of the sausage kitchen, provided there is no floor above. If this cannot be done, install a ventilator with suction fan, either through the end or on the side wall of the room, to create an outlet for this excess moisture in the sausage kitchen.

In regard to the cooler, build a small room on the outside, adjoining the cooler. Install brine coils, also a rotary fan, arranged so as to blow a good volume of air through the brine coils, passing into the cooler through overhead cold air ducts, running lengthwise at top of side walls next to ceiling on both sides of cooler, with open ventilators in the ducts every few feet.

The cold air will pass from the ducts in a downward direction, and the warm air has a natural tendency to rise from the floor to the cold ventilators in the ducts on the opposite side of the room, and pass around to the brine coils again, where it is chilled and returns through the cold air duct.

This, of course, will necessitate removing the brine coils now in use in the cooler from the side walls.

This system of refrigeration for a sausage storage cooler has been found very effective. The product will carry almost indefinitely without showing mould, and will always have an even, dry temperature.

Furthermore, it is suggested that a vestibule be placed on the outside of the

cooler door in the sausage kitchen, large enough to accommodate a truck of sausage, so that when the product enters the vestibule the vestibule door will close, and the heat and steam from the sausage room will not pour into the sausage cooler and create moisture and destroy temperature.

The inquirer undoubtedly could spend money in other ways to secure relief, but for a permanent remedy the cold air system is recommended.

Ice on Cooler Coils

A small packer in Indiana reports trouble with ice collecting on his cooler coils, and wants a remedy. He says:

Editor The National Provisioner:

We have been having considerable trouble removing ice from coils in ice box, having used water to accomplish this. Such process is very expensive. Can you suggest a better way of removing the ice, one less expensive and one that will require less time?

In regard to trouble experienced in removing ice from coils: It is recommended that the inquirer discontinue the use of water for this purpose. Such a process is not only expensive, but has a tendency to dampen the cooler and create more moisture.

In some cases the ice is chopped off the brine coils with a hatchet, in other cases it is customary to bring the temperature down as low as possible and then shut off the ammonia in the brine coils and allow the ice to melt and drip off.

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your costs, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

Send a 2-cent stamp for the article on "Short Form Smoked Meat Tests." Address Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Force Cure for Meats

A packinghouse man who has been making a study of curing writes to ask why forced cure methods have failed in the packinghouse.

Forced cures are used to some extent and on certain occasions, such as in curing hams for boiling in case of sudden demand. But in general curing the best practice does not appear to favor the forced cure.

The inquiry referred to is as follows:

Editor The National Provisioner:
Can you advise why the patented processes for forcing the cure on meats have failed?

I have experimented quite extensively on small quantities of hams and bacon with an old English method and have produced a good uniform 12-lb. bacon in 3 days, and a thoroughly cured 15-lb. ham in 20 days.

If you can tell me why these methods have failed in packinghouse practice, it will be greatly appreciated.

The majority of packers have not adopted the forced curing of meats, for the reason that a satisfactory flavor of their cured products is always uppermost in their minds, and they feel that the forced cure may destroy the good reputation they enjoy on mild-cured meats.

Many packers consider the forced cure a choice of two evils.

Packers who employ experts to direct curing operations, and competent men in charge of their curing departments, follow instructions to the letter, seldom if ever force cure meats, in spite of shortages to their trade. They prefer to follow the long method of curing, allowing the meat to run its own course in absorbing a mild, palatable cure, with only the necessary overhauling at a specified time, rather than overhauling frequently, and the excessive use of the pump.

No doubt the practice of force curing does exist among some concerns, which at times enables them to take care of their trade requirements, whereas their trade would often suffer if they were to follow the long method of curing, which is considered important by large producers, as stated.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Notions or Knowledge?

Which guides your purchase of flour? Send for sample of quality flour and make your own tests.

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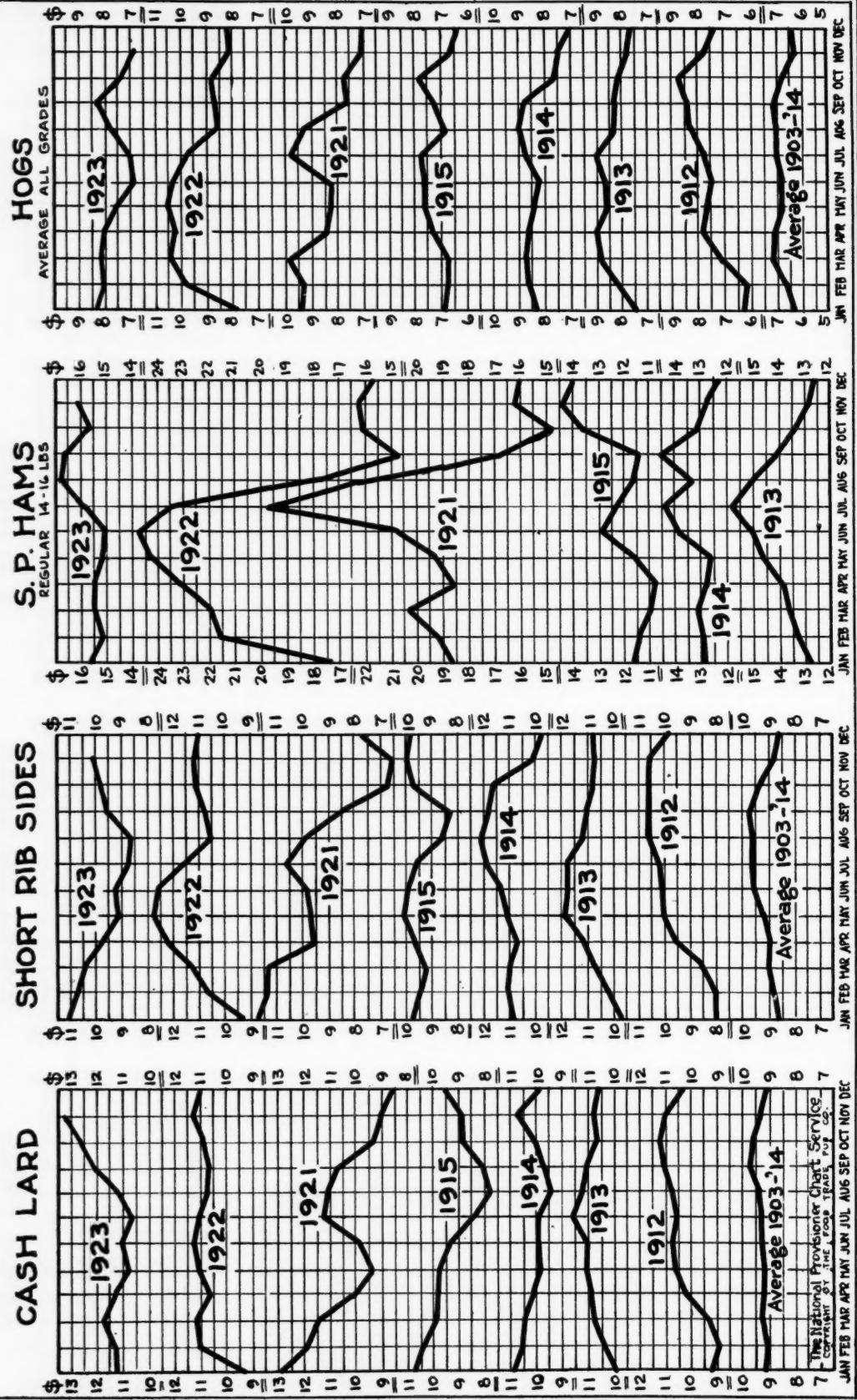
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Seasonal Trend in Prices of Hogs and Cured Pork Products Wholesale at Chicago



This chart in THE NATIONAL PROVISIONER MARKET SERVICE shows the seasonal trend in prices of hogs and cured pork products, wholesale at Chicago. Hams are shown on the up-grade from the first of last month; hogs are continuing their downward journey started in September, while cash lard is still upward bound.

8 The National Provisioner Chart Service
7 Copyright by The C. C. Co., Trade Pub. Co.
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Steady—Trade Fair—Exports Good—Hog Movement Maintained.

While the movement of live hogs has continued on a very good scale the past week with receipts at the seven points 869,000 against 612,000 last year, the average price of hogs was fairly well maintained, and the confidence in the hog situation seems to be reasonably well maintained. There is a very persistent demand for hog products as reflected in the persistent shipments from packing points, and the fact that stocks are not yet accumulating in a burdensome way.

The situation in that respect is rather encouraging and is resulting in a little growth of optimism regarding the general position of hogs and product. The average price of hogs improved a little for the past week, while there was a small reaction in cattle but sheep and lambs were steady.

Comparative Quotations.

Comparative quotations for the week follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week.....	\$ 6.90	\$ 9.25	\$ 7.25	\$12.60
Previous week.....	6.70	9.50	6.75	12.80
Cor. week 1922.....	8.15	9.00	7.15	13.90
Cor. week 1921.....	6.90	16.40	4.20	10.45
Cor. week 1920.....	9.25	10.00	3.85	10.65
Cor. week 1919.....	13.52	13.90	10.10	17.70
Cor. week 1918.....	17.60	15.40	9.75	14.85
Cor. week 1917.....	18.50	15.75	11.00	16.15
Cor. week 1916.....	10.35	10.00	9.40	13.30
Cor. week 1915.....	6.50	8.40	6.50	9.30
Cor. week 1914.....	7.20	8.50	5.75	8.55
Cor. week 1913.....	7.95	8.35	5.35	7.95
Av. 1913-1922.....	\$10.40	\$10.15	\$7.35	\$12.25

†Lowest since July, 1911.

The export movement for the week was excellent. The shipments are being well maintained, and for the season thus far have been very liberal. Lard exports for the month of November were 12,000,000 lbs. over last year in November, and for 11 months this season lard exports have been 937,000,000 lbs., an increase of 249,000,000 lbs. over last year. This immense foreign distribution of lard has been influenced quite decisively by the demand on the Continent and the general Continental position.

Exports of meats have also been very liberal. Exports of pickled pork have been 39,000,000 lbs., an increase of 4,000,000 lbs. over last year; bacon 410,000,000 lbs., an increase of 108,000,000 lbs. and hams and shoulders 343,000,000 lbs. an increase of 80,000,000 lbs.

The increase in the exports of meats has been equal to the product of about 1,500,000 hogs in total output, while the increase in the exports of lard has been the equivalent of the output of nearly 7,000,000 hogs. The total exports of lard this season have been equal to the output of about 23,000,000 hogs or about half of the total kill of the country.

This immense foreign demand is probably the only thing that stays between high and low prices on lard, but is a comparatively unimportant factor in the meat supply.

The Government report of the movement of hogs and other livestock at the principal markets of the country showed total receipts of hogs for November of 5,416,000, and at the 67 market for 11 months, 49,505,000 against 39,063,000 last year, and local slaughter of 32,253,000 against 25,377,000 last year. On the basis of the average output product per hog the increase in product was about 1,250,000,000 lbs. of product.

Exports Show Big Increase.

The exports of meats were equivalent to about 192,000,000 lbs. increase over last year, and of lard 249,000,000 lbs. or a combined total of 441,000,000 lbs. in excess of last year.

The movement of cattle for November was a little less than the corresponding month last year but for the eleven months has been 21,401,000 against 21,393,000 last year and the local slaughter 12,011,300 against 11,438,000 last year.

The statistical analysis of the total product output for the ten months ended January 31st of meat products showed a total of 4,293,000,000 lbs. of beef and veal against 4,123,000,000 lbs. last year; hog products 7,365,000,000 lbs. against 5,866,000,000 lbs. last year and sheep and lambs 373,000,000 against 348,000,000 lbs. last year.

Larger Stocks of Products.

The increase in total product was 1,695,000,000 lbs. while the increase in the exports was about 430,000,000 lbs. Total stocks of product are somewhat larger than last year, but the amount of beef product is considerably less than the three year average and of hog product only a fraction above the average.

These figures re-emphasize the fact that the domestic distribution of product has gained in a very important way and continues to hold the gain although there is some apprehension that any decrease in employment would possibly result in a decrease in meat distribution.

Meat Sold at Pre-War Levels in 1923

Meat production during the year just closing will be the greatest in the history of the nation, and wholesale meat prices have been the lowest of a decade, or more, in many instances being below the levels which prevailed ten years ago at this time, according to a review of the 1923 trade by Charles E. Herrick, President of the Institute of American Meat Packers.

"Not in years have meats been selling at such low levels in the wholesale markets," Mr. Herrick stated. "Declines from peak prices range from 20 to more than 70 per cent. Pork loins, for example, have declined 71 per cent, from the peak reached during the post-war period, and now are selling in the wholesale markets from 5 to 10 per cent below the quotations which prevailed in 1913.

"Other pork products, such as fresh pork shoulders and spareribs, also have declined greatly, and during recent

The Government analysis of per capita consumption of Federally inspected meats shows an October distribution of all kinds of 11.2 lbs. per capita against 9.7 lbs. last year. The fact that the product is disappearing in the way shown by the total, product and remaining stocks on hand is readily shown in the figures of the per capita distribution for the month.

The movement of hogs continues of fairly good weights the past week reported. Chicago was 2 lbs. under last year; East St. Louis, 3 pounds over; Kansas City, 3 lbs. over; Omaha, 16 lbs. over; and St. Paul the same as last year.

The Corn-Hog Ratio.

The decline in feed costs during the past week has brought the price of the nearby deliveries of corn to the best hog-corn ratio seen for months. With corn selling at 68c for December corn and hogs at approximately a 7c average it is the first time in months that the price of corn has been below the price of hogs on the basis of ten bushels of corn for 100 lbs. of hogs.

This feeding relation may have some later effect on the hog supply. Owing to the discouraging feeding relation of the summer and Fall there are quite a number of claims that there was a considerable decrease in the number of sows bred during the period referred to which will have influence, of course, on next summer and next fall supply.

PORK—Demand was reported slow and the market barely steady with mess at New York \$25.50@26.50, family \$30, short clears \$29@33. At Chicago mess was quotable at \$22.50.

LARD—Demand less active and market easier. Prime western New York was 13.40@13.50c middle western 13.25@13.35c, city 13 1/4c; refined to the continent 14 1/4c; South American 14 1/2c; Brazil kegs 15 1/4c and compound 13 1/4@13 1/2c. At Chicago regular lard in round lots was quoted at .17 1/2 over Dec.; loose lard .62 1/2 under Dec. and leaf lard .62 1/2 under Dec.

BEEF—The market was dull and steady with mess at New York \$16@17, and packet \$17@18; family \$21@23; extra India mess \$33; No. 1 canned corn beef \$2.35; No. 2, \$4. Sweet pickled tongues \$55@65 nominal, per bbl.

SEE PAGE 38 FOR LATER MARKETS.

months have been at or below 1913 quotations. Breakfast bacon, one of our most popular meats and one which not infrequently has been relatively highest in price, is now and has for some weeks been selling at wholesale for slightly lower prices than those which ruled in 1913.

"Other meats also are selling at relatively low levels. Beef prices are somewhat higher than they were in 1913, except in the case of cow beef, which is selling below the 1913 market. Good veal is wholesaling about 20 per cent lower than it was ten years ago at this time."

Meat Production Increased.

Mr. Herrick estimated that the production of meat for the year, owing largely to the increase in pork production, would exceed that of 1922, the year of greatest production hitherto, probably by one and one-half billion pounds.

"This enormous amount of meat—750,000 tons," said he, "would last the population of the United States for nearly a

December 29, 1923.

Have You Stopped This Loss In Ham Cooking?

You know that you lose money in cooking hams when the water is too hot; and you know that water in the cooking vats does get too hot when the temperature is regulated by hand.

Then why try to control the temperature by hand when a Powers Regulator can easily and surely maintain the uniform temperature so essential to proper ham cooking. It will stop those losses from shrinkage and varying quality. It will save man-hours; it will save meat; it will save fuel. It will do what man-control cannot do, and it will do it *all the time*.

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month. To distribute it would require 68,000 refrigerator cars."

Virtually all of this increased production has moved into consumption either here or abroad, Mr. Herrick continued, pointing out that stocks of meat in storage throughout the United States, according to the latest reports of the United States Department of Agriculture, are only slightly larger than the average for this season of the last six years.

Consumptive Demand Encouraging.

"This seems to me to be an encouraging factor," Mr. Herrick continued. "When so great an increased production can be marketed successfully, it speaks well for the condition of the country. In saying this, I am aware that the prices at which the product has been moved have been very low, but I feel nevertheless that the greatly increased trade indicates clearly that the consuming element of our country is in good shape today."

"An uncertain element is the situation in Europe. Our export trade during 1923 has been very satisfactory in volume, but many of the prices which we received were disappointing. While the total quantity of meat exported was approximately 30 per cent greater than in 1922, the total value was only 20 per cent greater. A fairly large proportion of our exports, mostly in the form of lard and fat cuts, went to Germany. If matters in Europe are adjusted in some way to end the present uncertainty there, and if credit facilities are provided, I am sure that the Central European countries will buy American meats and fats in increased quantities."

Producer Is Getting More.

The producer of livestock, Mr. Herrick pointed out, is receiving more for his cattle, sheep and lambs than he did ten years ago, but, in keeping with the lower prices of such products as pork loins, fresh pork shoulders, spareribs, bacon and all dry salt meats except fat backs, he is receiving somewhat less for his hogs than he did in 1913. The stockman was hard hit by deflation and is still suffering from its effects.

"I feel," continued Mr. Herrick, "that the packer accomplished a remarkable

piece of work in merchandising so efficiently the products from the great numbers of hogs which the producers raised and marketed. During 1923 the American packers, whose traditional policy has been to take everything that the producer sends to market and pay cash for it on the spot, have bought and handled nearly ten million more hogs than they did during 1922."

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ended Dec. 22, 1923, with comparisons.

	From	Week ended Dec. 22, 1923	Week ended Dec. 23, 1922	Nov. 1, 1923
United Kingdom	170	.....	.....	441
Continent	511	102	.....	5,745
So. and Cent. Amer.	.....	.....	.....	1,513
West Indies	969	.....	.....	.....
B. N. A. Colonies	.....	.....	.....	.....
Other countries	.....	.....	.....	.....
Total	1,650	102	7,699	

	BACON AND HAMS, LBS.
United Kingdom	8,177,000
Continent	13,003,000
So. and Cent. Amer.	.....
West Indies	.....
B. N. A. Colonies	.....
Other countries	.....
Total	21,780,000

	LARD, LBS.
United Kingdom	3,009,045
Continent	16,088,005
So. and Cent. Amer.	50,000
West Indies	80,000
B. N. A. Colonies	.....
Other countries	.....
Total	19,227,650

	14,738,215	11,878,045

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	68	11,938,000	17,816,650
Portland, Me.	.....	1,740,000	480,000
Boston	.....	6,420,000	75,000
Baltimore	.....	.....	140,000
New Orleans	960	.....	50,000
St. John, N. B.	.....	1,682,000	666,000
Total week	1,650	21,780,000	19,227,650
Previous week	1,883	18,756,250	16,517,191
Two weeks ago	500	24,615,100	18,580,281
Cor. week 1922	102	13,290,500	14,738,215

Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to Dec. 22, 1923:

	1923	1922	Increase
Pork, lbs.	1,539,800	1,137,600	402,200
Bacon, hams, lbs.	151,464,834	102,291,650	49,173,185
Lard, lbs.	118,787,645	89,611,323	29,166,322

Packinghouse By-Products Markets

Blood

Chicago, December 26, 1923.

The blood market remains easy. Sellers are asking \$3.75 at Chicago and \$3.50 at river points.

Unit ammonia.
Ground \$3.50@3.65
Crushed and unground 3.30@3.40

Digester Hog Tankage Materials.

There is not much activity in this market. A holiday feeling prevails and there is little buying. Sellers seem to have reduced their ideas somewhat.

Unit Ammonia.
Ground, 10 to 12% ammonia \$3.00@3.25
Unground, 10 to 11% ammonia 2.65@2.90
Unground, 7 to 9% ammonia 2.35@2.60

Fertilizer Tankage Materials.

A little inquiry has been received for delivery in late January and February. More activity is looked for after the first of the year.

Unit ammonia.
High grade, ground, 10-11% ammonia \$2.65@2.75
Lower grade, ground, 6-9% ammonia 2.40@2.65
Medium to high grade, unground 2.10@2.35
Low grade and country rend., unground 1.75@2.00
Hoof meal 2.65@2.75
Liquid stick 2.00@2.10
Grinding hoofs, pigs' toes, dry 29.00@31.00

Bone Meals.

This is an off-season in the bone meal market, and it is quiet at low levels. Little interest is being shown.

Per ton.
Raw bone meal \$25.00@27.00
Steamed, ground 20.00@22.00
Steamed, unground 17.00@18.00

Cracklings.

A little more interest is being manifested in the crackling market this week. There has been some buying, although there is not much strength to the market.

Fork, according to grease and quality \$45.00@57.50

Bone, according to grease and quality \$35.00@40.00

Bones, Horns and Hoofs.

The foreign demand for manufacturing bones keeps up, although there is not much domestic call. Hoofs are quiet; horns are steady.

	Per ton.
No. 1 horns	\$225.00@250.00
No. 2 horns	175.00@200.00
No. 3 horns	125.00@150.00
Culls	33.00@35.00
Hoofs, black and striped, unassorted	32.00@35.00
Hoofs, white, unassorted	40.00@45.00
Round skin bones, unassorted, heavies	85.00@95.00
Round skin bones, unassorted, lights	75.00@85.00
Flat skin bones, unassorted, heavies	65.00@70.00
Flat skin bones, unassorted, lights	55.00@60.00
Thigh bones, unassorted, heavies	85.00@95.00
Thigh bones, unassorted, lights	70.00@80.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles have registered a \$35.00 top. There is not much doing in this market.

	Per ton.
Calf stock	\$30.00@35.00
Edible pig skin strips	60.00@65.00
Rejected manufacturer's bones	40.00@42.00
Horn piths	20.00@22.00
Cattle jaws, skulls and knuckles	33.00@35.00
Hide and hotel kitchen bones	25.00@27.00
Skins, pizzies and hide trimmings	18.00@20.00

Hog Hair.

The hog hair market is pretty well contracted for. Recent quotations follow, delivered, Chicago basis:

Field and coil dried, winter, lb. 2 1/4@2 1/2 c
Processed, winter, lb. 8 1/2@8 3/4 c
Dyed, winter 8 1/4@8 3/4 c

Pig Skin Strips.

There is very little demand for pig skin strips. Sellers have asked 5c per lb., basis Chicago, while buyers are offering 4c for No. 1 tanning grades and around 3 1/4c for Nos. 2 and 3.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market was moderately active the past week, the holidays tending to keep down trade, but offerings were not pressing for sale, and the market ruled rather firm with sales of extra, New York, reported at 7½c, and outside tallows equal to extra at the same figure. It is evident that sentiment has been running slightly with the market, while consumers continued to show fair interest, but no disposition to climb for supplies.

At Chicago demand was also quiet, on account of the holidays, although there were fairly good inquiries in that market. At Liverpool Australian tallow showed little or no change during the week, with choice at 43s 9d and good mixed at 42s 3d. The extra holidays abroad appeared to have resulted in no auction at London this week.

At New York special loose was quoted at 7½c nominal, extra at 7¾c bid and edible 9@9½c nominal. At Chicago prime packer was 8½@8¾c, No. 1 at 7½@7¾c, fancy 8½@9c, and edible 9½c.

STEARINE—The market was dull and easy, with no important business reported, with oleo New York 10½c nominal, and oleo Chicago quoted at 10c.

OLEO OIL—The market was steady but dull with extra New York 16½c, medium 12½@12¾c, lower grades 11½c. At Chicago extra was quoted at 15@15½c.

SEE PAGE 33 FOR LATER MARKETS.

LARD OIL—Demand continues quiet, but the market is steady with offerings rather well held. At New York edible was quoted at 16½@16¾c, extra winter 13¾c, extra No. 1 at 11c, No. 1 at 10½c, and No. 2 at 10c.

NEATSFOOT OIL—The market has shown little or no change, with demand dull but the undertone steady. At New York pure was quoted at 14½c, extra at 11@11½c, No. 1 at 10½c, and cold pressed at 17c.

GREASES—Reports indicated a somewhat better demand for greases in general, and a firmer tone was in evidence, with sales of superior quality house grease reported for export at seven cents f.a.s. New York. Offerings on the upturns were liberal, and sentiment was mixed. The tallow market has been ruling firmer, but no important buying has been noted, and it is generally felt that soapers are well stocked ahead into the new year and will be slow in following upturns in prices. At New York light brown sold at 6½c, house grease at 6½c.

Yellow quoted at 6½@6½c, A white 7½@7¾c, B white 7½@7½c, and choice white 10½c.

At Chicago more activity in greases

than expected as reported, and brown was quoted at 5½@5¾c; yellow 5½@6½c, B white 7½@7½c, A white 8½@8¾c, and choice white 8½@9c.

Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for October, 1923, compared to a year ago, are compiled by the U. S. Bureau of Agricultural Economics as follows:

	CATTLE, CALVES, BEEF AND VEAL		3-yr. av. ¹		January-October	
	October	1923	October	1922	1923	1922
Inspected slaughter:						
Cattle	825,614	883,949	932,795	6,819,344	7,039,658	7,560,648
Calves	335,588	382,837	416,388	3,426,463	3,525,212	3,806,715
Average live weight:						
Cattle, lbs.	959.82	957.77	940.04	904.94	2001.27	2055.65
Calves, lbs.	199.91	197.18	199.69	167.58	2165.17	2170.69
Average dressed weight:						
Cattle, lbs.	499.92	501.09	496.23	542.40	2541.40	2520.27
Calves, lbs.	109.32	105.41	111.18	95.79	293.27	207.60
Total dressed weight (carcass):						
Beef, lbs.	411,956,755	442,938,004	472,805,463	3,684,212,620	3,795,685,436	3,923,122,538
Veal, lbs.	36,599,547	40,354,848	46,294,018	326,436,047	328,030,244	370,483,215
Storage:						
Beginning of month—						
Fresh beef, lbs.	45,789,000	34,611,000	27,590,000	95,942,000	244,160,000	252,841,000
Cured beef, lbs.	18,027,000	18,961,000	20,597,000	22,901,000	218,576,000	223,395,000
End of month—						
Fresh beef, lbs.	55,202,000	47,929,000	43,734,000	86,444,000	242,104,000	248,034,000
Cured beef, lbs.	18,236,000	19,884,000	19,844,000	22,194,000	218,933,000	222,954,000
Exports: ³						
Fresh beef and veal, lbs.	402,128	410,220	231,510	33,322,312	2,043,034	2,955,737
Cured beef, lbs.	2,111,695	2,308,825	2,210,391	21,050,849	22,973,657	19,777,340
Canned beef, lbs.	522,271	199,022	121,634	10,472,688	2,307,140	1,757,533
Oleo oil and stearin ⁴ , lbs.	11,300,283	9,065,214	9,010,224	105,687,970	101,149,174	94,222,378
Tallow, lbs.	1,743,507	1,717,792	3,200,132	18,558,126	27,488,005	30,802,724
Imports:						
Fresh beef and veal, lbs.	4,438,864	4,503,500	3,174,259	33,227,560	31,501,683	16,612,619
Tallow . . . . .	.....	.....	.....	.....	.....	.....
Receipts, cattle and calves ⁵ :	2,485,440	2,936,200	2,801,744	17,927,551	18,966,141	19,218,870
Stocker and feeder shipments ⁶ :	688,428	803,053	785,000	3,275,911	3,797,118	3,576,410
Cattle on farms January 1	65,632,000	66,352,000	.....	.....	.....	.....
Prices per 100 pounds:						
Cattle, av. cost for slaughter	6 8 5.76	\$6.09	\$6.01	6 8.82	2 86.75	2 87.08
Calves, av. cost for slaughter	6 8 6.95	\$6.96	\$6.94	6 8.30	2 88.12	2 88.22
At Chicago—						
Cattle, good steers	\$11.89	\$10.20	\$10.93	\$10.89	2 89.00	2 101.15
Veal calves	\$10.84	\$9.65	\$9.39	\$11.30	2 90.14	2 90.95
At eastern markets—						
Beef, carcasses, good grade	\$18.22	\$16.92	\$16.76	\$17.52	2 14.72	2 15.80
Veal carcasses, good grade	\$19.67	\$16.75	\$18.27	\$19.99	2 16.80	2 17.38
HOGS, PORK, AND PORK PRODUCTS						
Inspected slaughter, hogs	2,594,887	3,331,587	4,327,951	32,009,215	33,594,187	42,080,271
Average live weight, lbs.	221.44	219.47	219.48	228.45	228.56	227.90
Average dressed weight, lbs.	165.68	165.72	165.17	172.88	174.78	175.01
Total dressed weight (carcass) lbs.	479,682,899	552,110,598	714,847,667	5,551,643,174	5,866,188,961	7,365,060,638
Lard per 100 lbs. live weight, lbs.	15.02	15.26	14.63	16.00	2 14.44	2 16.76
Storage:						
Beginning of month—						
Fresh pork, lbs.	66,357,000	40,790,000	98,795,000	125,552,000	2 90,480,000	2 161,946,000
Cured pork, lbs.	437,450,000	436,300,000	514,348,000	587,037,000	2 485,730,000	2 627,924,000
Lard, lbs.	89,904,000	75,338,000	72,608,000	122,999,000	2 96,835,000	2 85,664,000
End of month—						
Fresh pork, lbs.	45,451,000	30,688,000	71,631,000	123,406,000	2 88,425,000	2 161,881,000
Cured pork, lbs.	363,757,000	364,482,000	433,424,000	578,547,000	2 485,789,000	2 621,443,000
Lard, lbs.	44,310,000	36,750,000	37,489,000	121,781,000	2 95,756,000	2 84,532,000
Exports:						
Fresh pork, lbs.	3,272,654	2,257,200	3,728,277	31,211,168	15,645,619	37,990,823
Cured pork, lbs.	51,924,118	15,159,579	76,068,993	118,607,851	546,009,237	717,031,103
Canned pork, lbs.	133,775	204,093	133,561	1,597,296	2,233,231	2,325,565
Sausage, lbs.	703,822	736,273	776,779	10,481,811	8,079,646	9,077,603
Lard, lbs.	60,670,449	68,094,971	77,645,527	634,190,547	642,536,533	882,778,155
Imports:						
Fresh pork, lbs.	273,314	54,406	182,516	881,753	636,802	1,094,773
Receipts of hogs ⁷ :	3,228,642	3,682,491	4,815,625	34,058,378	34,642,325	44,088,908
Stocker and feeder shipments ⁸ :	51,758	40,405	101,147	519,910	482,065	703,544
Hogs on farms January 1	57,834,000	63,424,000	.....	.....	.....	.....
Prices per 100 pounds:						
Average cost for slaughter	6 \$8.38	\$8.00	\$7.38	6 \$9.17	2 \$9.56	2 \$7.76
At Chicago—						
Live hogs, medium weight	\$10.79	\$9.52	\$7.68	\$11.46	2 89.95	2 87.99
At eastern markets—						
Fresh pork loins, 10-14 lbs.	\$28.15	\$24.39	\$20.10	\$24.02	2 20.51	2 17.16
Shoulders, skinned	\$18.75	\$15.58	\$13.10	\$17.38	2 15.03	2 12.03
Picnics, 6-8 pounds	\$16.34	\$13.73	\$10.69	\$15.87	2 14.11	2 10.40
Butts, Boston style	\$22.71	\$19.02	\$15.96	\$20.34	2 17.69	2 13.89
Bacon, breakfast	\$31.15	\$28.13	\$22.33	\$31.60	2 26.62	2 23.86
Hams, smoked, 10-12 lbs.	\$27.69	\$22.94	\$22.33	\$30.13	2 27.50	2 21.62
Lard, tierces	\$16.29	\$13.06	\$14.39	\$16.05	2 12.60	2 12.81
SHEEP, LAMB AND MUTTON						
Inspected, slaughter, sheep and lambs	1,111,494	981,232	1,046,239	9,781,726	2 189,117	9,635,640
Average live weight, lbs.	79.91	80.15	79.65	79.50	2 79.39	2 80.70
Average dressed weight, lbs.	38.16	38.50	38.04	38.11	2 38.01	2 38.72
Total dressed weight (carcass) lbs.	42,369,335	37,777,432	39,708,932	371,488,739	348,033,486	372,951,860
Storage, fresh lamb and mutton:						
Beginning of month, lbs.	11,597,000	3,473,000	1,719,000	14,177,000	2 3,420,000	2 4,290,000
End of month, lbs.	19,765,000	3,458,000	1,097,000	13,328,000	2 3,137,000	2 4,040,000
Exports, fresh lamb & mutton ⁹ , lbs.	187,055	326,047	98,563	22,945,798	1,818,484	1,072,879
Imports, fresh lamb & mutton lbs.	9,924,229	1,446,377	358,000	36,781,995	10,882,353	4,900,933
Receipts of sheep ¹⁰ :	8,126,396	3,310,678	3,464,791	19,498,700	18,560,438	18,683,337
Stocker and feeder shipments ¹¹ :	976,030	1,137,832	1,488,654	3,199,730	3,153,600	3,783,414
Sheep on farms, January 1	30,327,000	37,269,000	.....	.....	.....	.....
Prices per 100 pounds:						
Average cost for slaughter	6 \$9.72	\$12.14	\$11.37	6 \$10.42	2 \$12.18	2 \$12.06
At Chicago—						
Lambs	\$11.23	\$13.50	\$12.30	\$12.00	2 \$13.07	2 \$13.48
Sheep, medium to prime	\$5.80	\$6.54	\$6.22	\$7.44	2 7.11	2 7.00
At eastern markets—						
Lamb carcasses, good grade	\$22.27	\$24.66	\$22.73	\$25.83	2 \$26.22	2 \$25.00
Mutton, good grade	\$13.75	\$14.58	\$14.77	\$16.74	2 \$16.64	2 \$15.72

¹ 1920, 1921 and 1922. ² Average, not total. ³ Including re-exports. ⁴ 1922 figure includes oleo stearin only. ⁵ 1922 figure includes small quantity of lard stearin formerly segregated. ⁶ Public stock yards. ⁷ Two-year average.

December 29, 1923.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October and November, 1923, with comparisons for the same months in 1922, based on the federal census reports, taking in the seed, the crude oil and the refined oil statistics, has been prepared by Asperglen & Co., and makes a very interesting study. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS

	Tons received—	1922-23
On hand beginning of season.	12,786	13,168
August.	156,218	100,476
September.	547,624	674,769
October.	963,464	971,047
November.	674,262	701,862
Total.	2,357,354	2,461,313
	Tons crushed—	
	1922-23	
August.	52,453	52,245
September.	247,845	327,096
October.	650,709	596,871
November.	611,674	607,388
Total.	1,562,681	1,583,600
	Increase or decrease stock on hand—	
	1922-23	
On hand beginning of season.	12,786	13,168
August.	106,765	+ 48,225
September.	299,779	+ 347,050
October.	311,951	+ 372,514
November.	63,225	+ 94,474
	On hand end of month—	
	1922-23	
August.	119,551	61,393
September.	419,330	408,443
October.	731,281	780,957
November.	794,506	875,431
Total estimated seed receipts at crude mills season 1922-24.	3,356,973	3,244,960
On hand beginning of season.	12,786	13,168
Total.	3,369,759	3,258,128
Of which is so far crushed.	1,562,681	1,583,600
Destroyed at mills.	167	2,282
Seed on hand.	794,506	875,431
Seed still to be received.	1,012,405	796,612
794,506 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 238,351,800 lbs. crude oil, which at 9 per cent refining loss equals 216,900,138 lbs. refined oil, or 542,250 barrels.		
1,012,405 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 303,721,500 lbs. crude oil, which at 9 per cent refining loss, equals 276,386,565 lbs. refined oil, or 690,966 barrels.		
*This month we have again revised our estimate on basis of the latest Government Cotton Crop Report of 10,681,000 bales. We continue to figure, however, 74 per cent to be crushed.		
Actual tons.		

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS

	Pounds produced—	1922-23
On hand beginning of season.	2,900,209	3,475,712
August.	14,444,442	14,303,280
September.	107,057,576	96,615,045
October.	102,534,145	180,780,606
November.	181,193,650	184,612,023
Total.	461,150,023	479,786,594
	Shipments—	
	1922-23	
August.	13,251,586	12,614,155
September.	55,800,128	65,795,898
October.	145,763,268	145,982,414
November.	137,258,467	168,476,171
Total.	355,082,449	392,868,638
	Increase or decrease stock on hand—	
	1922-23	
On hand beginning of season.	2,900,209	3,475,712
August.	1,212,856	+ 1,680,053
September.	14,248,448	+ 30,819,147
October.	43,770,877	+ 34,798,192
November.	43,935,183	+ 16,135,852
	On hand end of month—	
	1922-23	
August.	4,113,065	5,164,765
September.	18,361,513	35,983,912
October.	62,132,390	70,782,104
November.	106,067,573	86,917,956

DISTRIBUTION CRUDE OIL HOLDINGS

	Aug. 1.	Aug. 31.	Sept. 30.
Aug. 1, 1923.	1923	1923	
At mills.	2,900,209	4,113,065	18,361,513
At refineries.	1,032,229	673,530	3,148,615
In transit to refineries and consumers.	1,170,910	2,644,060	12,947,080
Total.	5,103,348	7,430,655	34,457,208
	Oct. 31, 1923	Nov. 30, 1923	
At mills.	62,132,390	106,067,573	
At refineries.	7,150,449	9,977,978	
In transit to refineries and consumers.	24,575,260	23,716,980	
Total.	93,858,099	139,762,531	

139,762,531 lbs. crude oil at 9 per cent refining loss, equals 127,183,903 lbs. refined oil, or 317,959 barrels.

CONSUMPTION OF CRUDE OIL AS CRUDE OIL

	September	October	November
At refineries beginning of season.	1,032,229	1,032,229	1,032,229
In transit beginning of season.	1,170,910	1,170,910	1,170,910
Shipped from crude mills up to last day of month indicated.	69,060,714	217,823,982	355,082,449
Total accountable for.	71,263,853	220,027,121	357,285,588
Used in refining.	56,589,773	189,987,490	315,481,927
Left to account for.	14,674,080	30,039,631	41,803,661
Of which on hand at refineries and in transit.	16,095,695	31,725,709	33,694,958

CRUSH PER TON

During August 52,453 tons seed produced 14,464,442 lbs. crude oil, equivalent to 275.7 lbs. per ton, or 13.8 per cent compared to 13.7 per cent last year.

During September 247,845 tons seed produced 70,057,576 lbs. crude oil, equivalent to 282.7 lbs. per ton, or 14.1 per cent compared to 14.8 per cent last year.

During October 650,709 tons seed produced 182,534,145 lbs. crude oil, equivalent to 295.9 lbs. per ton, or 14.8 per cent compared to 15.1 per cent last year.

During November 611,674 tons seed produced 181,193,650 lbs. crude oil, equivalent to 296.2 lbs. per ton, or 14.8 per cent compared to 15.2 per cent last year.

Total, 1,562,681 tons seed produced 458,249,813 lbs. crude oil, equivalent to 292.2 lbs. per ton, or 14.7 per cent compared to 15.0 per cent last year.

REFINED OIL

	Pounds produced—	1922-23
On hand beginning of season.	138,112,489	163,851,360
August.	69,355,542	+ 57,098,350
September.	27,175,015	+ 51,979,630
October.	+ 29,025,962	+ 2,033,692
November.	+ 26,564,130	+ 37,861,777
	On hand end of month	
	1922-23	
August.	68,756,947	106,843,010
September.	41,581,932	54,863,380
October.	70,607,894	56,897,072
November.	97,172,033	94,758,849
Total.	329,169,130	388,146,563
	Increase or decrease stock on hand—	
	1922-23	
On hand beginning of season.	138,112,489	163,851,360
August.	69,355,542	+ 57,098,350
September.	27,175,015	+ 51,979,630
October.	+ 29,025,962	+ 2,033,692
November.	+ 26,564,130	+ 37,861,777
	On hand end of month	
	1922-23	
August.	68,756,947	106,843,010
September.	41,581,932	54,863,380
October.	70,607,894	56,897,072
November.	97,172,033	94,758,849
Total.	329,169,130	388,146,563
	Increase or decrease stock on hand—	
	1922-23	
On hand beginning of season.	138,112,489	163,851,360
August.	69,355,542	+ 57,098,350
September.	27,175,015	+ 51,979,630
October.	+ 29,025,962	+ 2,033,692
November.	+ 26,564,130	+ 37,861,777
	On hand end of month	
	1922-23	
August.	68,756,947	106,843,010
September.	41,581,932	54,863,380
October.	70,607,894	56,897,072
November.	97,172,033	94,758,849
Total.	329,169,130	388,146,563

DISTRIBUTION REFINED OIL HOLDINGS

	Aug. 1.	Aug. 31.	Sept. 30.
Aug. 1, 1923.	1923	1923	
At refineries.	125,543,498	60,096,909	35,128,793
At other places.	3,783,784	3,376,270	2,201,098
In transit from refineries.	8,670,531	5,283,708	4,252,041
Total.	137,997,813	68,756,947	41,581,932
	Oct. 31, 1923	Nov. 30, 1923	
At refineries.	57,352,037	86,598,160	
At other places.	7,070,728	6,820,437	
In transit from refineries.	6,185,129	3,753,427	
Total.	70,607,894	97,172,033	
	AVERAGE REFINING LOSS		
During August 12,812,789 lbs. crude oil refined 7.92 per cent loss, compared to 10.31 per cent loss last year.			
During September 43,776,984 lbs. crude oil refined 40,385,188 lbs. refined oil — 7.75 per cent loss, compared to 9.68 per cent loss last year.			
During October 133,397,717 lbs. crude oil yielded 122,016,977 lbs. refined oil — 8.53 per cent loss, compared to 7.01 per cent loss last year.			
During November 125,494,437 lbs. crude oil yielded 114,028,904 lbs. refined oil — 9.14 per cent loss, compared to 6.58 per cent loss last year.			
Total — 315,481,927 lbs. crude oil refined 488,228,683 lbs. refined oil — 8.64 per cent loss, compared to 7.27 per cent loss last year.			
SHIPMENTS OF REFINED OIL			
	Export pounds—		
	1922-23	1922-23	
August.	1,306,927	1,679,265	
September.	1,028,332	3,531,927	
October.	1,200,337	3,252,926	
November.	1,481,900	9,166,261	
Total.	5,077,586	17,629,800	
	Domestic pounds—		
	1922-23	1922-23	
August.	79,846,139	65,971,810	
September.	66,531,871	85,177,539	
October.	91,739,074	110,302,828	
November.	85,982,863	96,064,577	
Total.	324,061,553	370,516,754	

	Total pounds—
August.	1922-24 1922-23 1922-23
September.	81,553,000 67,550,203 61,708,896
October.	92,991,015 123,555,754
November.	87,484,855 105,230,838
Total.	329,169,130 388,146,563

	REFINED OIL—Summary in barrels of 400 pounds
August.	1922-24 1922-23
September.	345,281 409,628
October.	29,494 26,607
November.	100,903 99,323
Total.	305,042 313,974
December.	285,073 357,731
Total.	1,065,853 1,207,263
	Consumed—
	1922-24 1922-23
August.	202,883 169,128
September.	108,900 229,272
October.	222,478 308,880
November.	218,662 203,077
Total.	822,923 970,366

	On hand
1922-24	1922-23
August.	1922-23
September.	103,955 137,158
October.	176,519 142,243
November.	242,930 236,897
Total.	1,704,105 1,705,925

	Refined oil on hand.
1922-24	242,930 236,897
August.	542,250 627,575
September.	317,959 270,236
October.	60,000 59,000
November.	600,906 571,217
Total.	1,704,105 1,705,925

	Less approximate minimum carryover for end of season, Aug. 1, 1924.
1922-24	

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Easier—Trade Light—Cash Demand Still Small—Lard Easing—Crude Oil Firmly Held.

The volume of trade the past week in cottonseed oil futures on the New York Produce Exchange was extremely light. The holidays tended to keep down speculative interest in the market. With the bulk of the crude mills closed down until after the turn of the year, and cash business light, the market was more or less uninteresting.

A downward tendency was still in evidence, prices easing a few points almost daily, but selling pressure was not great, and scattered commission house demand continued to absorb the offerings without letting the market move very far one way or the other.

Market in a Rut.

On the whole the market continued in a rut, with both sides inclined to look on, for the time being, and with no attempt being made to force either side. Sentiment remained very mixed, while conditions as a whole were not favorable to any immediate enhancement of values.

Cash business continued comparatively light, and the trade in general is looking for a light December disappearance, with

150,000 bbls. expected at the outside, or 40,000 bbls. less than for the same month last year.

The hog run remained large, though there was some falling off from the peak receipts at Western points, while at the same time reports indicated that the foreign demand for lard continued flat, while domestic lard demand showed some further let-up. Refiners continue to place hedges on March and May against crude purchases, and the open speculative holdings in the market are quite important.

Profitable Hedging Differential.

The hedging differential is a most profitable one for the refiner. On the constructive side of the market, unfortunately, the best that could be said at this writing is that the South has more confidence in values than any other part of the country, and that they are not only holding their crude tightly for better levels, but that they are also carrying the bulk of the hedging load on the future market.

The situation in oil is one of wide possibilities. Theorizing the situation, the bears constantly point to the falling off in consumption compared with a year ago, with no apparent improvement in sight

as yet in consuming demand, and they argue that with a crush as large as last year's, a heavier carry-over at the end of the season is most certain. They also see the best consuming period of the season behind them, and look for a building up of lard stocks, now that the demand has apparently been satisfied.

They feel confident that during the early part of next year they will have with them a prospective record cotton acreage. They also see the possibilities of important developments in the March delivery, where the open interest is estimated at 150,- to 200,000 bbls., with estimates current that the four leading refiners are short 110,- to 135,000 bbls. of that month which is looked upon as forecasting large deliveries, no matter what may develop in the way of carrying charges to May or July.

The Other Side.

Those working on the constructive side feel that during the first five months of the season, or up to January 1, more than one-third of the total supplies of the year will have gone into consumption; that there will be a revival in trade during January, with a necessary upbuilding of consumers' and distributors' stocks, espe-

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cially as the trade is believed to be carrying very little oil at this time. They also make much of the possibilities of an important let-up in the hog run.

Summarizing both viewpoints, it would appear as though the main bearish argument was the lack of consumption equal to monthly supplies, and the chief bullish item the possibilities for lighter hog receipts. To be sure, the latter development would have an extremely important bearing, especially if the lard demand continued at anything like the rate of the past year's, as there are no important stocks of lard in the country, so that the demand would have to turn, to some extent, to substitutes, of which compound would receive the lion's share.

The season's prospective supplies have been pretty well defined, but the consuming demand is a problematical one, while the fact that the hog run has been tremendous the past six months is no reason why one should expect a perpendicular decline in hog marketings.

To the casual observer, it would appear as though another 30 to 60 days is necessary for one to get a line on the possible summer trend of the market, but there is one thing certain, and that is that it has been experienced in all speculative markets that a carrying charge market such as now exists in cottonseed oil is a most unsuccessful one to bull.

The open interest in January, with first delivery day Friday of this week, has been cut down materially, and it is questionable whether or not 15,000 bbls. remain. Refiners continue to switch their January to March at around 50 points discount for January, and from all indications deliveries will not be as large as had been indicated a week or two ago. There have been some switches from January to loose oil, which also prevented deliveries on contracts in the New York market, but nevertheless it is felt that the long interest is mostly speculative, and that the few thousand barrels that will be delivered will be sufficient to even up the trade.

There are some of the local element who feel that January is too low compared with crude oil, and that January at 50 points under March is more profitable for the refiner to switch to the March delivery, and that the greater possibilities are that January will work up closer to the March level, after the first few delivery days.

At the same time, one of the leading local interests who has taken considerable oil on contracts since last October, and who has the bulk of it in store here, is now openly bearish on the market, and says he will not stop any January, while some of the ring traders are fearful that this particular interest will sell January should it work up to the March levels, and deliver the store oil on contracts.

COTTONSEED OIL—Market transactions:

Thursday, December 20, 1923.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot.	.....	.....	a	1085	a	1125	
Dec.	.....	2000	1107	1099	1099	a	1106
Jan.	.....	1200	1147	1144	1143	a	1130
Feb.	.....	4600	1175	1171	1172	a	1173
Mar.	300	1190	1190	1189	a	1190

Total sales, including switches, 9,900
Prime Crude S. E. 937½-950.

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Friday, December 21, 1923.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot.	1095	a	1125	
Dec.	.....	800	1098	1095	1094	a	1097
Jan.	.....	4000	1140	1135	1137	a	1138
Feb.	.....	1800	1170	1165	1166	a	1168
Mar.	.....	200	1190	1183	1186	a	1189

Total sales, including switches, 9,400
Prime Crude S. E. 937½-950.

Saturday, December 22, 1923.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot.	.....	.....	.....	1080	a	1125	
Dec.	.....	900	1095	1090	1090	a	1092
Jan.	.....	2000	1140	1135	1135	a	1137
Feb.	.....	3700	1168	1166	1165	a	1155
Mar.	.....	1200	1190	1188	1188	a	1189

Total sales, including switches, 7,800
Prime Crude S. E.

Monday, December 24, 1923.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot.	.....	.....	.....	1080	a	1125	
Dec.	.....	100	1099	1099	1085	a	1125
Jan.	.....	500	1092	1090	1090	a	1095
Feb.	.....	600	1142	1142	1142	a	1145
Mar.	.....	2000	1175	1173	1173	a	1175
Apr.	.....	600	1196	1195	1197	a	1200

Total sales, including switches, 4,400
Prime Crude S. E. 950 Noml.

Tuesday, December 25, 1923.

Holiday—no market.

Wednesday, December 26, 1923.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot.	.....	.....	.....	1080	a	....
Dec.	.....	2400	1095	1089	1090	a	1093
Jan.	.....	2300	1144	1134	1136	a	1125
Feb.	.....	3300	1175	1169	1170	a	1173
Mar.	.....	700	1194	1190	1192	a	1194

Total sales, including switches, 8,900
Prime Crude S. E. 950 Noml.

Thursday, December 27, 1923.

—Range— —Closing—
High. Low. Bid. Asked.

Jan.	.....	36.02	35.51	35.51	....
March.	.....	36.43	35.93	35.93	....
May.	.....	36.60	36.08	36.08	36.12
July.	.....	36.76	36.47	36.18	35.25
Sept.	.....	29.64	29.17	29.17	29.20

SEE PAGE 33 FOR LATER MARKETS.

COCOANUT OIL—The market is very quiet but steady while copra continues firm at 5½c coast and 5½c nominal New York. At New York Ceylon type barrels was quoted at 9½@9¾c; tanks New York 8¾c; tanks coast 8½c; Cochin type barrels New York 10@10½c.

SOYA BEAN OIL—A lack of offerings and a fairly good demand are making for a firm undertone with but little actual trade passing. At New York crude in barrels was quoted at 11@11½c; tanks New York 10½c; tanks coast 9¾@10c.

PEANUT OIL—Very little business is noted, but the undertone is firm, with limited stocks available everywhere. At New York refined in barrels is quoted at 15½@16c.

CORN OIL—The market is weaker, with a less active demand for both crude and refined. While crude oil tanks Chicago was quoted at 9½c, re-sale lots have been offered Chicago as low as 9½c; the latter, however, it is felt is for January shipment. At New York crude in barrels was 11½@11½c; refined barrels 13½@13½c—cases \$13.38.

PALM OIL—A limited demand has been noted, and the market is easier with re-sale offerings of Niger, spot New York, failing to find a resting place. At New York Lagos spot and shipment were quoted at 7½c, Niger spot 6½@7c, shipment 7@7.05c.

PALM KERNEL OIL—The market is more or less nominal with spot oil New York nominally quoted at 8½@8½c, and shipment 9½c c.i.f. New York.

SESAME OIL—The market is firm with supplies on the spot small and quoted at 13½c in small lots, with car lots New York 12½c in barrels, and cable offers for shipment 11½c c.i.f. New York.

COTTONSEED OIL—Demand continues rather small, with spot oil p.s.y. barrels New York available at 11½c, and held by some as high as 13c. Southeast and Valley crude are 9½c; Texas 9½c.

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first 11 months of 1923, with comparisons for the same months of 1922, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND

	1923	1922
	Pounds	Pounds
January	181,266,799	145,409,330
February	158,557,000	129,177,087
March	173,551,000	128,885,910
April	179,282,000	116,073,895
May	155,449,000	130,765,619
June	172,279,000	152,192,593
July	159,782,000	122,697,674
August	142,084,000	113,614,511
September	113,261,000	106,646,413
October	132,332,000	113,464,881
November	154,052,000	138,090,350
Total	1,721,806,799	1,397,018,269

CONSUMED

	1923	1922
	Pounds	Pounds
January	111,157,013	74,473,491
February	91,535,927	78,090,853
March	112,141,023	65,633,191
April	88,601,294	43,729,488
May	95,342,740	51,992,595
June	65,787,732	58,957,437
July	70,290,517	68,246,333
August	85,082,300	70,600,140
September	85,194,081	62,718,034
October	77,645,527	68,094,971
November	Not available	63,758,906
Total	Not available	706,335,439

DOMESTIC STOCKS

	1923	1922
	Pounds	Pounds
January	62,651,819	57,275,458
February	64,185,153	50,109,388
March	53,189,977	38,519,235
April	72,182,706	62,320,408
May	60,827,260	51,080,099
June	67,125,268	62,778,977
July	72,108,483	65,621,553
August	82,420,700	66,343,041
September	71,318,919	88,345,666
October	91,970,473	83,957,117
November	Not available	78,535,443
Total	Not available	705,717,635

STOCKS HELD END OF MONTH

	1923	1922
	Pounds	Pounds
January	173,808,832	131,748,949
February	181,721,680	129,261,491
March	163,904,000	104,152,420
April	160,784,000	100,049,090
May	156,170,000	103,022,604
June	132,913,000	121,736,414
July	142,399,000	133,867,886
August	167,503,000	136,943,181
September	156,513,000	161,063,700
October	169,616,000	152,052,088
November	147,564,000	142,334,349
Total	1,728,901,512	1,412,053,074

STOCKS HELD END OF MONTH

	1923	1922
	Pounds	Pounds
On hand beginning of year	48,807,713	47,541,270
January	56,265,080	61,201,651
February	50,101,000	51,297,247
March	60,143,000	58,311,331
April	85,221,000	99,054,730
May	84,530,000	123,799,655
June	123,896,000	154,253,884
July	141,279,000	143,083,622
August	115,860,000	119,754,952
September	72,608,000	75,337,665
October	35,225,000	36,750,464
November	41,713,000	32,506,465

(A) Includes entire production, both neutral and other edible, by federal inspected plants, and also production both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(D) Includes stocks held in cold storage plants and packing house plants only.

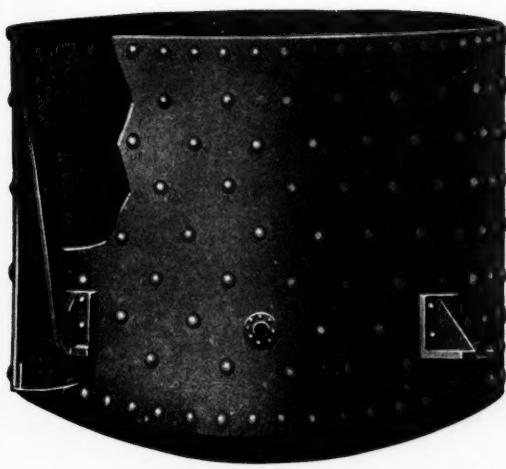
(1) Source: Bureau of Agricultural Economics, Department of Agriculture.

(2) Source: Bureau of Foreign and Domestic Commerce, Department of Commerce.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products quiet and irregular toward week end; hog movement large; cash trade decidedly smaller but short covering checked declines in futures. Export interest poor, partly reflecting holidays, and sentiment is more mixed. Reported stocks accumulating.

Cottonseed Oil.

Cottonseed oil rather heavy, declining gradually under liquidation under commission house selling but meeting support on every setback. Cash trade slow but crude offerings light and crude firm. Southeast and Valley, 9½c; Texas, 9¾c. No deliveries today on January contracts.

Quotations on cottonseed oil at Friday noon were: January, \$10.88@\$10.95; February, \$11.00@\$11.20; March, \$11.24@\$11.27; April, \$11.38@\$11.30; May, \$11.55@\$11.57; June, \$11.53@\$11.70; July, \$11.74@\$11.77; August, \$11.70@\$11.90.

Tallow.

Extra tallow, 8c. About 500 drums extra New York sold late in the week at 8c delivered, an advance of ½c.

Oleo Oil and Stearine.

Stearine, 10½c.

FRIDAY'S GENERAL MARKETS.

New York, December 28, 1923.—Spot lard at New York, prime western, \$13.50@\$13.60; middle western, \$13.35@\$13.45; city steam, \$13.25; refined, continent, \$14.25; South American, \$14.50; Brazil kegs, \$15.50; compound, \$13.25@\$13.50.

Liverpool Provision Markets.

Liverpool, December 28, 1923.—(By Cable.) Quotations today: Shoulders square, 60s; shoulders, picnics, 57s; hams, long cut, 88s; hams, American cut, 87s; bacon, Cumberland cut, 88s; bacon, short backs, 68s; bacon, Wiltshire, 63s; bellies, clear 66s; Australian tallow, 42s 3d@\$43s 9d; spot lard, 28s 6d.

Hull Oil Market.

Hull, England, December 28, 1923.—(By Cable.)—Refined cottonseed oil, 44s 6d; crude cottonseed oil, 41s 6d.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner)

New York, Dec. 26, 1923.—Several small lots of ground tankage for fertilizer were sold during the week at prices of about \$3.80@\$3.90 for 10 per cent material. Stocks on hand seem to be a little larger and the market is slightly weaker.

One sale of hard pressed 60 per cent beef cracklings were made at 95c and some sellers are now asking \$1.00 per unit f. o. b. New York. This market seems to be a little better, but there is no market buying interest.

Brokers do not look for any real buying interest until after the new year.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending December 22, 1923, with comparisons:

Western dressed meats:	Week ending	Previous week
Steers, carcasses	2,481	2,608
Cows, carcasses	1,395	1,042
Bulls, carcasses	74	58
Veal, carcasses	62	49
Lamb, carcasses	12,728	12,610
Mutton, carcasses	244	464
Pork, lbs.	259,579	191,863
Local slaughter:		
Cattle	2,633	2,616
Calves	1,898	2,228
Hogs	32,251	35,931
Sheep	8,876	7,222

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER'S trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

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Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending December 22, 1923, with comparisons, as follows:

	Week ending	Previous week	Cor. week
Western dressed meats:	Dec. 22	week	1922
Steers, carcasses	7,632	8,037	6,933
Cows, carcasses	804	1,036	718
Bulls, carcasses	213	196	193
Veal, carcasses	11,080	9,969	10,681
Hogs and pigs	1,971	3,389	5,695
Lambs, carcasses	10,005	22,993	20,580
Mutton, carcasses	5,104	7,493	8,398
Beef cuts, lbs.	183,090	172,115	...
Pork cuts, lbs.	1,392,849	1,573,484	...
Local slaughter:			
Cattle	10,276	10,777	10,969
Calves	12,149	14,473	11,095
Hogs	47,412	76,578	68,214
Sheep	72,721	56,857	39,641

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending December 22, 1923:

	Week ending	Prev. week	Cor. week
Western dressed meats	Dec. 22	week	1922
Steers, carcasses	3,635	2,948	2,102
Cows, carcasses	1,013	818	660
Bulls, carcasses	208	240	217
Veal, carcasses	2,072	1,470	1,263
Lambs, carcasses	8,776	7,755	5,356
Mutton, carcasses	1,831	1,896	1,602
Pork, lbs.	519,314	520,137	369,504
Local slaughter:			
Cattle	2,439	2,552	2,305
Calves	1,960	2,497	1,409
Hogs	6,684	30,159	5,276
Sheep	27,212	6,727	24,622

ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef of the week up to December 28, 1923, show exports from that country were as follows: To England, 115,442 quarters; to the continent, 26,458 quarters; to other ports, none.

Exports for the previous week were as follows: England, 119,982 quarters; to the continent, 53,625 quarters; to other ports, none.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Dec. 20, 1923 as follows:

Fresh Beef—		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:		\$19.00 @ 20.00	\$15.50 @ 16.00	\$19.00 @ 21.00	
Choice		17.00 @ 18.00	14.00 @ 14.50	16.00 @ 18.00	\$15.00 @ 17.00
Good		14.00 @ 16.00	12.00 @ 13.00	13.00 @ 15.00	13.00 @ 14.00
Medium		11.00 @ 13.00	10.00 @ 12.00	10.00 @ 12.00	11.00 @ 13.00
Common					
COWS:		12.00 @ 13.00	12.00 @ 12.50	11.50 @ 12.50	11.00
Good		11.00 @ 12.00	11.00 @ 11.50	10.00 @ 11.00	10.00 @ 10.50
Medium		8.00 @ 10.00	10.00 @ 10.50	9.00 @ 10.00	8.50 @ 9.50
Common					
BULLS:					
Good				11.00 @ 12.00	
Medium				9.00 @ 10.00	
Common				8.00 @ 8.50	
Fresh Veal—					
Choice		16.00 @ 18.00		17.00 @ 20.00	
Good		15.00 @ 16.00	13.00 @ 14.00	15.00 @ 16.00	16.00 @ 18.00
Medium		13.00 @ 15.00	12.00 @ 13.00	12.00 @ 14.00	14.00 @ 15.00
Common		9.00 @ 12.00	11.00 @ 12.00	10.00 @ 12.00	10.00 @ 13.00
Fresh Lamb and Mutton—					
LAMB:					
Choice		23.00 @ 24.00	22.00 @ 23.00	22.00 @ 23.00	22.00 @ 24.00
Good		21.00 @ 22.00	21.00 @ 22.00	21.00 @ 22.00	20.00 @ 22.00
Medium		20.00 @ 21.00	20.00 @ 21.00	19.00 @ 20.00	19.00 @ 20.00
Common		16.00 @ 20.00		17.00 @ 19.00	17.00 @ 18.00
MUTTON:					
Good		13.00 @ 15.00	14.00 @ 16.00	14.00 @ 15.00	
Medium		11.00 @ 12.00	13.00 @ 14.00	13.00 @ 14.00	12.00 @ 13.00
Common		8.00 @ 9.00	9.00 @ 10.00	10.00 @ 12.00	10.00 @ 11.00
YEARLINGS:					
Good				17.00 @ 19.00	15.00 @ 16.00
Medium					
Common					
SHOULDER:					
Skinned		9.00 @ 10.00		10.00 @ 11.00	9.00 @ 11.00
PICNICS:					
4-6 lb. average.		9.00 @ 10.00	9.50 @ 10.50	10.00 @ 11.00	10.00
6-8 lb. average.		8.00 @ 9.00	9.00 @ 9.50	9.00 @ 10.00	9.00
BUTTS:					
Boston style		9.50 @ 10.00		11.00 @ 12.50	10.00 @ 12.00

*Veal prices include "hide on" at Chicago and New York.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Dec. 27, 1923.

CATTLE—Runs during Christmas week were curtailed and arrived so disproportionately as to induce considerable unevenness, foot prices at all times showing prompt sympathy with supply figures. Heavy steers featured as the most active sellers early, but this short-lived demand for big weight steers melted away, dropping back close to semi-demoralized session two weeks ago.

Yearlings topped for the week at \$11.75, best heavies stopping at \$11.00, a price paid for 1,522-lb. averages. A sizable sprinkling of 1,450@1,550-lb. bullocks arrived and until the week-end ruled active.

Lower grades of handysize steers also closed unevenly lower, a spread of \$8.25@10.00 taking most short-fed steer and yearling offerings. She stock runs were comparatively light and fat kinds advanced 50@75c, last week's glut of beef heifers being cleaned up. Canners and cutters showed activity and strength. Bulls worked 35@50c higher and veal calves advanced \$2.00 or more, all interests competing for numbers.

HOGS—Receipts during the holiday period both locally and in the aggregate elsewhere were sharply below a week earlier. Killing quality continued to improve, light lights and light butchers especially showing higher finish than a few weeks ago.

Although the trade see-sawed considerably, upturns on lights and butchers amounted to 15@20c over a week ago, the former class reflecting maximum upturns. Orders for 140@180-lb. averages are becoming harder to fill, thus reflecting the relative scarcity of these weights. The week's extreme top, paid for heavy butchers, was \$7.35. Medium weight butchers cashed today around \$7.00 to packers.

Packing sows continued to sell relatively close to best butchers, weighty smooth offerings bringing upward to \$6.75. Pigs ruled uneven, but closed the week strong to 25c higher, most offerings today turning at \$5.40 to \$6.00.

SHEEP—Active shipper demand and a moderate clearance for the dressed product served to elevate prices on fat lambs and yearlings on foot. Although fat sheep have been scarce, no material advances have been noted. However, a strong undertone is apparent. Best fat lambs on closing rounds at \$13.50 are 50c higher than the close last week and in-between grades are around 25c higher.

Choice clipped lambs have also shown

considerable advance in value, best here for the week reaching \$12.35, as against \$12.00 a week earlier. Best aged wethers made \$9.25 for the week and good to choice yearlings reached \$11.00. Feeding lambs advanced around 25c in sympathy with fat lambs.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Dec. 27, 1923.

CATTLE—Trade in beef steers during the holidays was very erratic, with wide fluctuations in prices. However, no marked net price changes resulted. Sharp advances on opening sessions have been practically erased and today's prices are steady to strong with a week ago.

Short fed steers of medium to good quality have predominated, prices for these ranging largely from \$7.50@9.25. Best matured beevies averaging 1,320 lbs. cashed at \$10.25, the week's top. Yearlings sold up to \$9.275.

Better grades of she stock have been scarce and with demand broad prices are

sharply higher, some sales showing as much as \$1.00 advance over last Thursday. Canners and cutters are only a shade higher. Bulls are 15@25c higher, while all grades of killing calves are 75c@\$1.00 above last week's close.

HOGS—With receipts of hogs about one-third the number received the same period last week, prices are 20@25c higher. Bulk of the weighty butchers today landed at \$7.00, with the week's top at \$7.20. Shipping demand has been unusually good on all weights.

Fat pigs and light lights are selling from 75c@\$1.50 under best butchers. Bulk of packing sows went from \$6.35@6.50 and held steady.

SHEEP—With comparatively small receipts and a fairly broad demand all grades of both sheep and lambs are closing sharply higher. The supply for the week was principally fed western lambs of desirable quality that sold from \$12.50@12.75 and were quoted around 50c higher. The week's top was \$12.90. Several lots of clipped lambs were taken from \$10.90@11.00.

Not enough aged sheep are arriving to supply the demand and most sales were considered 50@75c over a week ago. A deck of desirable 115-lb. ewes cashed at \$7.75, while the bulk sold around \$7.00. No good wethers, either wooed or shorn, arrived.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, December 27, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP.....	\$ 7.25	\$ 7.15	\$ 7.00	\$ 7.40	\$ 6.63
RULK OF SALES.....	6.65@ 7.10	6.60@ 7.00	6.60@ 7.00	7.00@ 7.25	6.40@ 6.60
Hvy. wt. (250-350 lbs.), med.-ch.	6.95@ 7.25	6.85@ 7.00	6.75@ 7.00	7.10@ 7.30	6.50@ 6.65
Med. wt. (200-250 lbs.), med.-ch.	6.85@ 7.20	6.80@ 7.00	6.70@ 6.90	7.05@ 7.30	6.50@ 6.65
Lt. wt. (160-200 lbs.), com.-ch.	6.60@ 7.00	6.15@ 6.90	6.50@ 6.88	6.50@ 7.20	6.40@ 6.60
Lt. It. (130-160 lbs.), com.-ch.	6.40@ 6.85	5.50@ 6.50	5.50@ 6.50	6.00@ 7.10	5.75@ 6.50
Packing hogs, smooth.....	6.40@ 6.60	6.35@ 6.50	6.55@ 6.70	6.15@ 6.35	6.00@ 6.25
Packing hogs, rough.....	6.25@ 6.40	6.00@ 6.35	6.40@ 6.55	6.00@ 6.15	6.00@ 6.10
Sightr. pgs. (130 lbs. down), med. ch.	6.25@ 6.25	5.50@ 6.00	5.85@ 6.65	5.85@ 6.65	5.50@ 5.75
Av. cost and wt. Wed. (pigs excluded)	7.09-234 lb.	6.90-233 lb.	6.98-249 lb.	7.35-217 lb.	
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime.....	10.50@12.50	10.75@12.25	10.65@12.50	11.25@12.50	10.25@11.75
Good.....	9.50@11.00	9.25@10.75	9.25@10.85	10.25@11.25	9.00@10.25
Medium.....	7.85@10.00	7.00@ 9.25	7.15@ 9.50	7.50@10.25	7.00@ 9.00
Common.....	6.65@ 8.00	5.50@ 7.25	5.35@ 7.25	6.00@ 7.50	6.00@ 7.00
STEERS (1,100 LBS. DOWN):					
Choice and prime.....	11.00@12.30	10.75@12.25	10.85@12.50	11.25@12.75	10.25@11.75
Good.....	10.00@11.00	9.25@10.75	9.50@10.85	10.25@11.25	9.00@10.25
Medium.....	8.00@10.00	7.25@ 9.25	7.25@ 9.50	7.50@10.25	6.75@ 9.00
Common.....	5.25@ 8.00	5.00@ 7.25	5.25@ 7.25	5.25@ 7.50	4.50@ 6.75
Canner and cutter.....	3.25@ 5.25	3.00@ 5.00	3.00@ 5.25	3.00@ 5.25	2.50@ 4.50
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down).....	9.75@12.00	8.25@11.50	8.85@11.90	9.50@11.50	8.50@11.25
HEIFERS:					
Good-choice (850 lbs. up).....	8.00@11.25	6.25@10.00	7.25@10.25	7.25@ 9.00	6.50@10.00
Common-med. (all weights).....	4.50@ 8.00	3.50@ 6.50	4.00@ 7.25	3.50@ 7.00	4.00@ 6.50
COWS:					
Good and choice.....	5.85@ 8.00	4.75@ 7.25	5.00@ 6.75	5.00@ 7.00	4.75@ 7.25
Common and medium.....	3.75@ 5.85	3.50@ 4.75	3.75@ 5.00	3.75@ 5.00	3.00@ 4.75
Canner and cutter.....	2.60@ 3.75	2.25@ 3.50	2.35@ 3.75	2.00@ 3.75	2.25@ 3.00
BULLS:					
Good-ch. (beef yrlgs. excluded)....	4.75@ 7.00	4.25@ 5.75	4.50@ 6.00	4.50@ 6.50	4.00@ 5.00
Can.-med. (canner and botogna)....	3.75@ 4.85	2.50@ 4.25	2.75@ 4.50	2.25@ 4.75	2.50@ 4.00
CALVES:					
Med.-ch. (190 lbs. down).....	10.00@12.50	6.50@ 9.50	7.00@ 9.00	7.50@13.50	6.00@ 8.50
Cull-com. (190 lbs. down).....	5.00@ 9.50	2.75@ 6.50	4.00@ 7.00	3.00@ 6.50	3.50@ 5.50
Med.-ch. (190-260 lbs.).....	6.00@12.25	5.00@ 9.25	5.00@ 8.50	5.00@ 8.00	4.50@ 7.50
Med.-ch. (260 lbs. up).....	4.50@ 9.50	4.00@ 7.50	4.25@ 7.25	4.50@ 7.00	4.00@ 6.00
Cull-com. (190 lbs. up).....	3.00@ 9.25	2.00@ 4.00	2.50@ 5.25	2.25@ 4.00	2.25@ 4.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down).....	11.00@13.50	11.00@12.00	11.25@12.80	11.00@13.00	10.75@12.75
Lambs, cull-com. (all weights).....	9.00@11.50	8.00@11.00	8.25@11.25	8.00@11.00	8.00@10.75
Yearling wethers, med.-prime.....	8.50@11.50	8.50@11.25	8.50@11.00	7.75@10.75	7.50@11.00
Wethers, med.-pr. (2 yrs. old and over).....	5.50@ 9.50	5.75@ 8.75	6.25@ 8.50	5.00@ 8.50	5.00@ 8.50
Ewes, common to choice.....	4.75@ 7.50	4.50@ 7.75	4.50@ 7.75	4.00@ 6.50	4.25@ 7.25
Ewes, canner and cull.....	1.50@ 4.75	1.50@ 4.50	1.50@ 4.50	1.00@ 4.00	2.00@ 4.25

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OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., Dec. 27, 1923.

CATTLE—Advances gained by fed steers and yearlings early in the week were lost Wednesday, and with today's trade on a steady to strong basis prices are now about in line with a week ago. A healthy undertone prevailed, especially for better grades of all weights. Killing quality of the fat steer run continued very plain, a spread of \$7.25@9.25 absorbing the bulk.

Weighty steers averaging 1,537 lbs. reached the \$10.00 mark, as did best yearlings, but plain rough kinds sold downward to \$7.00 and below. Fat she stock sold actively at 25@35c higher prices, no improvement being noted in the killing quality.

Canners and cutters advanced 10@15c; vealers and bulls 50c; stockers and feeders sold strong to 15c higher.

HOGS—Sharply higher values for hogs was the result of light pre-holiday receipts. Broad demand from all sources netted a 25@40c gain at the high time Wednesday, when weighty butchers scored \$7.10@7.15. Yielding under more liberal receipts and bearish outside influences, today this advance was cut down 15@25c from the high time.

Top today held at \$7.00, with bulk of 200@325-lb. butchers going at \$6.75@7.00. Late top to packers, \$6.90.

SHEEP—Offerings of sheep and lambs this week were of moderate proportions and, stimulated by broad shipping demand, woolled lamb prices continued the upward trend of last week. Today's prices showed an advance of 25c as compared with last Thursday. Clipped lambs have invariably met slow sale and prices have barely maintained the level established a week ago.

The week's top price of \$12.85 was paid by shippers for choice 83-lb. averages. Fed clipped lambs reached \$10.65 today, highest of the week. Desirable light ewes today topped for the week at \$7.75.

ST LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
E. St. Louis, Ill., Dec. 27, 1923.

CATTLE—Outstanding features of the current week were the upturn in values recorded on beef steers of value to sell at \$8.25 and up as well as bologna bulls and light vealers, the latter showing extravagant gains over one week ago. With a single exception beef steer arrivals graded common and medium and consisted largely of short fed kinds.

Compared with last Thursday, common beef steers, medium heifers, canners and stock steers are steady; other fat steers, 25@50c higher; light yearlings, 25c higher; cows 10@15c up; bologna bulls, 50c higher; light vealers, \$3.50@\$4.50 higher. Top steers scored \$10.50, bulk going at \$6.75@\$9.00.

HOGS—Scant receipts gave the market a decided boost early in the week but a

downward reaction later erased much of the improvement. Butcher hogs retain 25@35c of the early advance while pigs and light lights are still 25@50c higher and packing sows 15@25c higher than a week earlier.

Best heavy butchers today brought \$7.25@\$7.30 and packing sows mostly \$6.25. Receipts decreased about 50 per cent from last week.

SHEEP—Although the usual holiday dullness characterized trading, a pronounced shrinkage in receipts caused a mild bulge in fat lamb values, best grades advancing 25c and some of the inbetween kinds 50c over a week earlier. Cull lambs and sheep were unchanged. Top fat lambs today registered \$13.00 to packers; bulk making \$12.25@\$13.00; culls mostly \$8.50; mutton ewes, \$4.00@\$6.50.

ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Dec. 26, 1923.

CATTLE—Cattle receipts Monday were very light, totaling around 1,000 head. With light supplies there was an active tone to the trade and killing classes sold early at 15@25c higher prices. Quality was only fair, nothing choice being included. Steers ranged \$7.00@9.00. Yearlings were scarce.

Bulk of fair to good cows sold \$4.00@5.75, and canners and cutters \$2.25@3.25. Bulls ranged \$3.00@5.00. Calves held steady, tops selling at \$8.00. Stockers and feeders were scarce, and the market held steady. Bulk of offerings were medium and plain Oklahoma stockers selling \$4.75@5.50.

HOGS—Hog receipts numbered around 3,500, and the market ruled 15@25c higher, bulk of shipper hogs being fully 25c higher. The top was \$6.95 and bulk of sales ranged \$6.50@6.95. Packing sows sold 15@25c higher, sales ranging mostly \$6.40@6.50.

SHEEP—Sheep receipts were light, totaling around 2,000 head. Offerings were mostly Colorado lambs, and the market was active and 25c higher. Colorados sold at \$12.75 and natives brought \$12.25. Clipped lambs sold at \$11.00. Sheep were scarce and values held steady. Best ewes sold \$7.00@7.25.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Dec. 26, 1923.

CATTLE—The day after the holiday did not bring much in the way of cattle receipts, nor was much expected or wanted. The supply for the expired half week would suggest famine in any other than a year end holiday week, scarcely more than 2,500 total showing up for the week to date. The market developed a strong and higher tone on the local yards.

Nothing choice or prime was seen in the fat steer line, the best here being some hundred-day fed handy weights that sold at \$9.65. Anything on choice to prime order would sell up to \$11.00 or better. Bulk of beef steers were of common to

medium grades to sell from around \$9.00 down to \$8.00 and under, some of the thirty-day stalk field stuff having to sell below \$7.50.

The mild weather and no storms has made a very active demand for stock cattle and prices for these are 15 to 25c higher than at the close last week, good feeders being rated up to \$7.25 and better, bulk of stocker and feeder grades between \$5.50 and \$6.50, with common lots down to \$4.00 and under, stock cows and heifers \$3.00 to \$4.50, some prime heifers higher.

Bulk of butcher cows and heifers \$4.00 to \$6.00, a few extra heifers higher. Calves are down to \$2.25.

HOGS—The hog market is continuing to carry good tone. With 6,000 here today the market was strong to 5c higher than Monday, with tops selling up to \$6.95. Bulk of the good medium and heavy made \$6.75@6.90; sows, \$6.50@6.65; underweight lights and off quality sows, \$6.25@6.50.

SHEEP—The sheep market was steady, with best fed lambs selling at \$12.75. Best fat would sell up to \$7.25.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., Dec. 26, 1923.

CATTLE—Due to the holiday season, the cattle supply the first half of the week was extremely light, but with requirements rather limited. No material changes were noted. The best light killing steers and heifers gained a quarter Monday, while the medium and plainer classes were about steady. The best cows also sold stronger, canners active, \$2.25 down.

No good heavy steers were on hand, with a fair inquiry, plainer steers slow but steady. A quiet trade is expected the remainder of the week.

CALVES—With a small supply, prices were boosted \$1.00 so far this week, with the best veals at \$9.50 down, medium and common calves \$6.00 down.

HOGS—Arrivals were small so far this week, resulting in a gain of 40c on the top grades, with the balance of the offerings 25c higher. The supply is far below the requirements of the trade and a good active market is looked for the remainder of the week. Top hogs, 165 lbs. up, \$7.40; 120 lb. to 165 lb., \$6.75; 120 lb. down, \$6.00; throwouts, \$5.90 down.

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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—A moderate inquiry was current late in the week in branded lines which were in limited supply. Last sales rates were bid but declined and half cent stronger rates demanded. Native varieties are sluggish and slaughter on same is expected to show marked increase from now on. Native steers are quoted 14c paid and asked with no support from tanners in sight. Texas and buffs 12c paid and bid and 12½c asked. Colorados 11-11½c; branded cows 8c bid and 8½c asked; heavy cows 12-12½c with the inside of the views of buyers and outside lately paid for export; lights 11c paid and asked with support slow at the moment. Native bulls 9c; branded bulls 7½-8c. Later two cars Penn. packer names sold 13c; other bids that rate refused; 2,000 native cows sold 10c; car bulls 8½c. Courland calf held firmer, Baltimore packer cows, December sold 10c. Dry hides active for foreign account; common wet salted spot hides selling export 500 drums city extra tallow sold 8c; Branded ticky grubby kip sold \$2.20 for lights and heavies \$2.85; talking advances on N. Y. calfskins.

COUNTRY HIDES—Trade is a trifle slow, between the holiday, a usual feature at this season of the year. The undertone to the entire situation however, is particularly firm with eastern tanners eagerly in search of choice material at best prices possible in order to rebuild reserve stocks. It is said tanners have overstayed the market, figuring that supplies would be available in greater quantities and at easier prices. The strength and action in foreign hides made domestic stock more popular with foreigners and also made American tanners look to their supplies because foreign sources were bare. It is argued in many quarters that as leather is not the incentive behind the appreciation they can not be maintained, but well informed traders feel that the stiffness in hides will induce strength in leather following the turn of the year when factories resume operations following end of the year inventories. All weight hides are relatively scarce and firmly held in the originating sections at 8½c delivered basis; business reported at that figure. Unseasonable weather as well as low prices are cited as cause for slack country butcher and farmer kill. Heavy steers are featureless and quoted entirely nominal at 10c; heavy cows and buffs are listed at 8-8½c paid and nominal with most all parcels now held for 9c here and in the larger distributing centers outside. Extremes sold at 10-10½c range locally and in choice nearby sections and as a rule nothing is available under 11c here and in Ohio. Branded country stock 7c flat paid and 7½c now talked; country packer branded hides quoted at 8c nominal; bulls 7-7½c last paid and country packers at 8-8½c; bulls quoted 4-5c.

CALFSKINS—One local collector moved a car of skins a few days ago at the new price of 17c, details just coming to light. Collectors as a rule have advanced their ideas to 17½c in view of the stronger prices paid for packer descriptions. December packer skins are held at 18½c now. Novembers recently moved at 18-18½c. Western tanners are declared to be well covered for some weeks in advance and most of the recent movement was for eastern account. Outside city skins quoted at 16½-17c talked from first salt. Resalted varieties are steady at 15½-16c nominal and good mixed city and country stock is quoted at 14-15c; countries 11-12c; deacons are in request and somewhat scarce being quoted at 1.15-1.20; kipskins are steady. Cities recently sold at 15-15½c and packers made 15½-16c. The market is well sold out on the

wanted varieties. Outside lots are ranged at 10-12c for countries up to 14c for mixed.

MISCELLANEOUS MARKETS—Dry hides are quiet and unchanged at 15-16c nominal; horse hides quoted steady at \$3.75-4.25 for good mixed and renderers at \$4.50-5.00 talked; Packer pelts are steady in tone. Sheep and lambskins last sold at \$2.50-2.75 for descriptions and mixture. Shearlings are slow being ranged at \$1.15-1.20; dry pelts are freely offered with buyers views at 25-29c; pickled skins are listed \$7.50-9.50; hogskins 15-25c.

New York.

PACKER HIDES—New business is slow at the moment. Stocks are small and firmly held. Inquiries are reported for heavy weight native and branded hides at last prices and sellers have advanced their views half a cent with every confidence obtaining their views on next business. Canadian tanners are reported looking for stock in city slaughter market. Spreads are well sold out with 17c the last asking figure. Natives quoted 13c paid and bid and 13½c now talked firmly. Butts quoted at 11c paid and bid and 11½c now talked; Colorados 10-10½c cows sold at 10-10½c and the outside is firmly talked; bulls last made 9c.

SMALL PACKER HIDES—Considering the season there is a moderately good trade passing in small packer stock at strong levels. Canadian packers are well sold out and report good inquiry. All weight eastern small packer hides sold at 10½c and further parcels are held for 11c. Steers made 12½c for all weights and heavy stock topped 13½c for straight heads. Bulls 8½-9c asked.

COUNTRY HIDES—Canadian extremes sold at 9½c flat basis to home tanners. Southern hides have been quite active of late. Extremes of ordinary descriptions sold at 9-9½c flat and asking rates of 10c were noted. Weights 15-50 lbs. sold at 10-10½c the inside being paid for stock running 1-20% grubby. Mid western light hides sold at 10½-10½c and shippers advanced their views to 11c. Western extremes sold at 10-10½c for grub force varieties. Eastern tanners as a rule had anticipated that prices would not react to the extent they did and delayed operations to take advantage of last good quality at more advantageous prices. With no weakness in sight for the immediate future, it is declared tanners changed their policies and endeavored to restock yards with the result that the broader interest further stimulated prices.

CALFSKINS—N. Y. City calf rumored sold confidentially but details are guarded. Three weights range at \$1.55-1.60-1.90-1.95-2.60-2.65. Kip sold at \$3.10 and \$3.90-4.00. Outside skins are unchanged.

FOREIGN WET SALTED HIDES—Nothing additional has been reported in frigorifico stock. Traders in the river Plate district observe the holidays somewhat religiously and for that reason little news is coming forward. Killers are well booked up to slaughter and are decidedly firm in their views. American and European interests are competing for material and it is said there are several orders for every lot of stuff offered, which accounts for the continually higher prices being paid. Argentine varieties were lately sold to cost 14½c landed New York basis for heavy average and light average stock ranged at 13½-14c. Montevideo lots sold up a dollar to \$44.00 or 15½c landed basis. Some sources figure this price at over 15½c landed basis and the business was for American account. Frigorifico cows sold to cost 12½-12½c landed basis. Undressed stocks of both steers and cows are very small.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner, from J. F. Nicolas.)

Chicago, Dec. 29, 1923.—Quotations on hides at Chicago for the week ending Dec. 29, 1923, with comparisons, are as follows:

PACKER HIDES.

	Week ending Dec. 29, '23.	Week ending Dec. 22, '23.	Corresponding week, 1922.
Spready native steers	16½@17c	@16½c	@23c
He a v y native steers	@14c	@14c	@20c
He a v y Texas steers	12@12½c	@12c	@18½c
He a v y butt b r a n d e d steers	12@12½c	@12c	@18½c
Heavy Colorado steers	11@11½c	@11c	17½@18c
Ex-Licht. Texas steers	8@ 8½c	@ 8c	@14c
Branded cows:	8@ 8½c	@ 8c	@14c
He a v y native cows	12@12½c	@12c	@17½c
Light native cows	10%@11c	10%@11c	@16c
Native bulls: 9 @ 9½c	9 @ 9½c	14 @ 14½c	12 @ 12½c
Branded bulls: 7½@ 8c	7½@ 8c	12 @ 12½c	18@18½c
Calfskins	18@18½c	@18c	@19c
Kip	15½@16c	15 @ 15½c	@17½c
Slunks, regular \$1.40@1.45	\$1.40@1.45	\$1.05@1.10	\$0.90@1.00
Slunks, hairless, 30@60c	35 @70c	40 @85c	
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Dec. 29, '23.	Week ending Dec. 22, '23.	Corresponding week, 1922.
N a t i v e s all weights	10½@11c	9½@10c	@15c
Bulls, native	8 @ 8½c	8 @ 8½c	@13c
Branded hides	8 @ 8½c	7 @ 7½c	@13c
Calfskins	17 @ 17½c	16½@17c	@18c
Kip	15½@16c	15 @ 15½c	@17½c
Light, calf	\$1.40@1.45	\$1.40@1.45	\$1.20@1.25
Deacons	\$1.00@1.10	\$1.00@1.10	\$0.90@1.00
Slunks, regular \$1.75@1.80	\$0.75@1.00	\$0.50@0.60	
Slunks, hairless, 25 @ 30c	25 @ 30c	25 @ 30c	
Horsehides	\$4.00@5.00	\$3.50@4.50	\$4.50@5.00
Hogskins	25 @ 30c	25 @ 30c	15 @ 20c

COUNTRY HIDES.

	Week ending Dec. 29, '23.	Week ending Dec. 22, '23.	Corresponding week, 1922.
Heavy steers	9 @ 10c	9 @ 10c	13 @ 14c
Heavy cows	8 @ 8½c	8 @ 8½c	12½@13c
Butts	8½@ 9c	8½@ 9c	12½@13c
Extremes	10 @ 10½c	10 @ 10½c	13½@14c
Bulls	7 @ 7½c	7 @ 7½c	10 @ 11c
Branded	6½@ 7c	6½@ 7c	10 @ 11c
Calfskins	14 @ 15c	14 @ 15c	13 @ 14c
Kip	12 @ 13c	12 @ 13c	12 @ 13c
Light calf	\$1.20@1.25	\$1.20@1.25	\$1.10@1.20
Deacons	\$1.00@1.10	\$1.00@1.10	\$0.90@1.00
Slunks, regular \$0.75@1.00	\$0.75@1.00	\$0.50@0.60	
Slunks, hairless, 25 @ 30c	25 @ 30c	25 @ 30c	
Horsehides	\$4.00@5.00	\$3.50@4.50	\$4.50@5.00
Hogskins	25 @ 30c	25 @ 30c	15 @ 20c

SHEEPSKINS.

	Week ending Dec. 29, '23.	Week ending Dec. 22, '23.	Corresponding week, 1922.
Large packers	\$2.00@2.85	\$2.60@2.85	\$3.00
Small packers	\$2.50@2.75	\$2.50@2.75	\$2.60@2.75
Packers, shearlings		@1.15 @1.20	@1.10 @1.15
Country pets	\$1.50@2.00	\$1.50@2.00	\$1.50@2.00
Dry pelts	27 @ 29c	27 @ 30c	26 @ 29c

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 22, 1923.

CATTLE.

	Week ending Dec. 22, '23.	Prev. Cor. week, week.
Chicago	36,600	41,421 29,368
Kansas City	26,550	32,176 25,431
Omaha	12,633	24,977 13,887
East St. Louis	11,981	17,700 12,339
St. Joseph	6,768	9,816 7,966
Sioux City	5,975	6,503 6,150
Cudahy	987	936 904
Fort Worth	9,516	9,708
Philadelphia	2,911	2,532 2,417
Indianapolis	2,333	2,616
Boston		
New York & Jersey City	10,778	10,969
Oklahoma City	6,181	6,134 6,098

HOGS.

	Week ending Dec. 22, '23.	Prev. Cor. week, week.
Chicago	281,500	223,300 177,100
Kansas City	59,448	57,430 52,430
Omaha	84,963	80,381 69,381
East St. Louis	64,375	47,526 53,065
St. Joseph	46,737	47,028 43,456
Sioux City	43,805	36,696 35,312
Cudahy	41,145	39,664 31,137
Omaha	27,066	21,227
Fort Worth	10,523	10,264 22,100
Philadelphia		30,159
Indianapolis	51,279	43,028 30,534
Boston	32,251	35,931
New York & Jersey City	76,573	68,214
Oklahoma City	12,762	8,405 5,101

SHEEP.

	Week ending Dec. 22, '23.	Prev. Cor. week, week.
Chicago	46,300	64,421 41,750
Kansas City	19,278	18,841 19,567
Omaha	31,353	30,930 29,203
East St. Louis	6,821	7,134 6,632
St. Joseph	5,077	4,505 2,518
Sioux City	302	286 338
Cudahy	1,472	1,275
Philadelphia		6,727
Indianapolis	650	937
Boston	8,876	7,222
New York & Jersey City	50,857	39,641
Oklahoma City	147	10 347

ICE AND REFRIGERATION

ICE NOTES.

The Austin Ice Company has been incorporated in Austin, Texas, with a capital stock of \$60,000, by Charles A. Zilker, Andrew J. Zilker, Jr., and George F. Shelly.

The Port Arthur Ice and Refrigerating Company is to erect a \$40,000 ice plant in Port Arthur, Texas.

A new ice plant will be built in Winston-Salem, N. C., by J. R. Thomas.

A. B. Humphreys has been elected president of the Tennessee Ice Manufacturers' Association. Other officers are: J. C. Allen, vice-president; W. E. Harlan, secretary-treasurer; Colman Rodgers, F. G. Gordon and R. D. Taylor, executive committee.

The Mountain Ice Company, Newark, N. J., has announced plans for the building of a new ice manufacturing plant.

C. L. Wood and John A. Morris plan to erect a \$250,000 ice plant with a capacity of 60 tons daily in St. Petersburg, Fla.

The capacity of the ice plant of the Eugene Fruit Growers' Association, Eugene, Ore., will be nearly doubled as the result of the recent installation of new machinery.

AUSTRALIAN MEAT SITUATION.

(Continued from page 18.) have something behind it. But even so it is doubtful whether there would be any different result than that now expected—that no import tax will be placed on meat arriving in Great Britain.

Some measure of preference has actually been obtained for the Australian dried fruits consignments; but they do not touch the main articles of diet of the masses, and so it was easier to arrange than has been possible with meat or grain.

Australian Meat Organization.

A suggestion has been made to the Australian trade from London that the only remedy for the position is the creation of a big organization similar to that of Vestey's, with ramifications in the Argentine. Australian meat is only available

on the London market for about one-half of the year, owing to the killing season being confined to what is called in Australia the fattening season—that is, when the natural grasses enable cattle to be put into killing condition.

This matter of stock supply may, of course, be dealt with in the way some time ago suggested by Mr. Louis F. Swift after his visit to Australia—to establish smaller holdings with more intensive cultivation to raise cattle, instead of depending on the natural grasses on the very large holdings, as at present, for the main source of supply.

The latter development can only be a slow one, and as long as cattle prices remain depressed it will not take place in Australia.

Experiments that have been made, however, have shown some very fine baby beef raised on artificial grasses and fodders. Such an exhibit was made at the last big exhibition in Brisbane, but the lead is not being followed, and it may be said that the number of cattle raised under such conditions is negligible.

A Wasteful Method.

The first impression of any stranger to Australia is that our system of raising cattle is most wasteful, for the absence of stock food in dry times leads to heavy losses and puts the industry back for some years.

Nature has been too bountiful, perhaps, because in the good seasons stock does so well that there is no incentive to make provision for the inevitable dry times. This applies not only to stock raising, but to small farming, for the amount of fodder conserved on dairy farms is comparatively small when the magnitude of the losses is taken into consideration; and no amount of urging by government officials is able to alter the situation.

Too Many Meat Plants.

The question is being raised as to whether both Australia and New Zealand have not too many meat works for effective management of the output. This is certainly the case in New Zealand, where factories are strewn all over the Dominion, many of them too small for proper treatment of stock on a payable basis.

It is also contended that Queensland has too many works; yet we find the cattle interests raising money to start a co-operative concern, though possibly they may buy an existing works. Still, there are other interests at work promoting the establishment of numerous small and local abattoirs for treatment for domestic consumption, and when that is satisfied, for export either to the other states or overseas.

In New Zealand most of the works are co-operative, being on the same plane as the butter factories in that respect; but in Queensland they are more or less proprietary in their operations.

The existence of too many works, it is contended, tends to raise prices of stock beyond the export parity. In New Zea-

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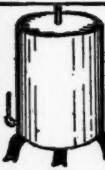
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NOZZLES for BRINE SPRAY SYSTEMS have been adopted as standard by the largest packing houses in the world. Their dependability is taken for granted and economy is well known.
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Buffalo—Central Supply Co.; Keystone Warehouse Co.
Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.
El Paso—R. E. Huthstetter, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailillard & Schmiedell.
Mexico, D. F.—F. Besaury, Jr., 7 a de Colima 225 B.
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Storage Warehouses, 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailillard & Schmiedell.
Seattle—Mailillard & Schmiedell.
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1932 Canton St.
Washington—Littlefield, Alvord & Co.

land some works are amalgamating and others are closing down.

The export trade in lamb and mutton is slow to move, the reason being that the price of the stock on the hoof does not leave any margin as compared with the present prices in London. The latter, though comparing well with pre-war prices, is not high enough to meet the extra charges in freight, wages and other costs.

Organizing the Meat Trade.

An important step in the organization of the meat trade of Australia has been the passing of the Meat Industry Encouragement Act by the Queensland Parliament. The enforcement of the act is dependent on the other states and the Commonwealth Parliament passing similar enactments.

It is part of the scheme for giving effect to the decisions of the Australian Meat Council, and will enable the council to make levies on stock held by graziers to provide a fund for propaganda and investigation regarding the world's meat markets. Owners of less than 100 head of cattle and 500 sheep will be exempt from the levy, which will be one penny (two cents) per head on cattle and one-sixth of a penny on sheep.

The delegates of the Council have already furnished a report on China, which suggests that China, instead of being an importer of meat, is likely to be a competitor for the trade of Japan, but only during part of the year.

At the same time if Siberia became settled it would become a big customer of meat from Manchuria. In fact, the development of the mutton trade in China led to the suggestion that Mongolia may yet become a competitor on the London market.

State Meat Shops Fail.

The annual report of the state enterprises in Queensland is of special interest to the meat trade. None of them have been brilliant successes; but, for the first time, in the last financial year the state meat shops have failed to give a return. The year's operations in the state butchers' shops showed a loss of £10,000.

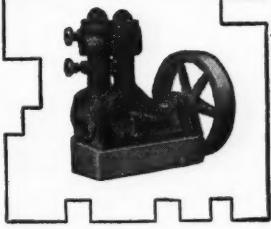
These shops are now in open competition with the private shops. They have to purchase their supplies in the open market, except when they draw them from their own ranches, of which they have a number, and they have their own small abattoirs to kill in.

Those who have followed previous statements on this subject will recall that when these shops were started the state government, acting as agent for the imperial government during the war, was able to force the export companies to give it meat at the same low price as the large contract with the British government.

It had no abattoirs and practically



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BRANCH OFFICES

Toronto	Cincinnati	Denver
Boston	Atlanta	New Orleans
Brooklyn	Chicago	Houston
Philadelphia	Omaha	Los Angeles
Pittsburgh	St. Louis	San Francisco
Cleveland	Kansas City	Seattle

dealt only with beef. It showed good profits and it claimed that it was supplying the masses with cheap meat. Now, when it has to trade on the same basis as the private shops, it cannot compete and show a profit.

It is still claimed, of course, that it is supplying cheaper meat; but it must be admitted that its quality does not compare favorably with the meat handled by the best classes of private shop. These shops are run as a distinct department and show an indebtedness to the Treasury, which financed them, of £142,400.

State Stock Raising Losses.

The state stations, or ranches, showed a much worse return. They were established to raise and supply cattle for the state abattoirs, and carry only cattle. The slump in cattle has caught them badly, and as a result they showed loss for the year of £172,461. The accumulated losses on these reaches now nearly three-quarters of a million sterling. They owe to the Treasury something like £1,800,000, or about nine million dollars. They have 218,000 head of cattle.

Of course, it is claimed that if the prices of cattle increase, the venture will still have turned out a success; but the answer to this is the question why the taxpayers' money should be invested by the government in what after all is a risky undertaking; that is, private enterprise.

The most significant thing about these

state ranches is that though started to supply the state butcher shops with meat, only about 20 per cent of the cattle have been sold to the state butcheries; the remainder have gone into the saleyards and to private buyers, for reasons which the management may be able to explain, but possibly to take advantage of the peak prices that operated in the yards now and again.

New Season in New Zealand.

The freezing season started in New Zealand this month. The crop of lambs is a good one, and there should be ample supplies. The matter of prices has not yet been established.

Arrangements have been made for New Zealand meat to be admitted to Holland.

A novel scheme has been adopted whereby persons in New Zealand may arrange for the delivery of single carcasses of lamb to any friend in Great Britain at 33/ per carcass. A good response to this offer has already been received.

The annual reports of the various companies operating show either a small profit or a loss—a marked change to the splendid results obtained in the years of the war. Two large companies are being reconstructed and others are calling for more capital. The chances are that, now that the boom period has passed, business will be conducted on much more solid lines than in the immediate past.



Walker fleets have held the streets repeatedly when all other conveyances failed. Horses may drop in July and gasoline trucks may stall in frosty, blizzard weather, but summer or winter Walker Electric Trucks keep their steady, efficient pace—scarcely ever out of service except when being repainted.

The list of Walker users reads like a "Blue Book" of America's oldest and best business concerns—and 80% of Walker sales are reorders by users. Ask them why.

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LEADING MANUFACTURER OF ELECTRIC STREET TRUCKS

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Load Capacities: 1/2—3/4—1—2—3 1/2—5 tons

WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES

FOR PURCHASING DEPARTMENTS

SAUSAGE COOKERS MAKE A HIT.

The Hetzel continuous sausage cooker is one of the modern machines which has attracted as much attention as any labor-saving device in the meat industry since the advent of the hog dehairer. Packers in the East who have visited the Rochester Packing Co. plant have gone away enthusiastic over it, and the same with those who have seen it at work in the Hetzel plant in Chicago.

Recently George A. Hormel, president of George A. Hormel & Co., visited Hetzel's plant and witnessed the Hetzel cooker in operation for two hours, paying particular attention to every operation and process the sausage was put through in the machine, and promptly placed an order for one of the machines, requesting shipment at the earliest possible moment.

This machine is made by the Packers' Machinery & Equipment Co. of Chicago, which also markets the Hildebrandt revolving smokehouse. This equipment has also proved a sensation in the provision trade, and several orders have been placed recently.

A BIG SAWDUST PLANT.

What is said to be the largest plant for the grading and storage of sawdust in the country has been completed recently by the Sawdust Products Company of Philadelphia, Pa., of which William McAdoo is president. This plant grades and stores sawdust of all kinds, especially the hickory sawdust for smoked meats and the pine sawdust for cooler and store floors for which the company is famous.

The company reports that its business for 1923 was the largest in its history, and 100 per cent greater than in the previous year. Though it has distributing stations already in many states, plans are being made for the opening of new stations during the coming year in New England, the Middle West and the South.

AIROBLAST SMOKING SYSTEMS.

Among the recent orders taken by the Airoblast Corporation for the installation of the Airoblast smoking and ventilating system are the following:

Cudahy Bros. Co., Cudahy, Wis., additional equipment.

Maescher & Co., Cincinnati, Ohio, additional equipment.

Henry Fischer Packing Co., Louisville, Ky., additional equipment.

Monroe Packing Co., Gary, Ind.

Wagner & Co., Chicago, Ill.

Zuegel-Rieger Packing Co., Chicago, Ill., additional equipment.

Henry J. Ehms, Detroit, Mich.

Orling Bros., Detroit, Mich.

R. Gumz & Co., Milwaukee, Wis.

Laclede Packing Co., St. Louis, Mo.

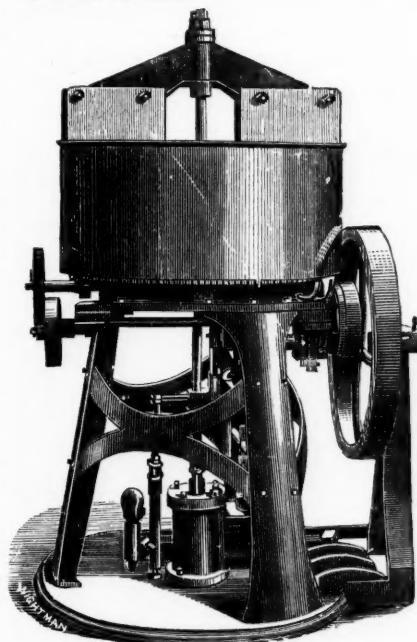
J. T. McMillan Co., St. Paul, Minn.

When may surplus green hams be frozen, or when should they be back-packed? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

THE FIRST MEAT CHOPPER.

In going over some historic material recently vice president Edwin R. Smith, of the John E. Smith's Sons Co., Buffalo, N. Y., came across a picture of what is said to be the first power meat chopper ever built in the world. This picture is reproduced here through the courtesy of Mr. Smith, and its appearance recalls the early history of the sausage business.

This chopper, which was operated by steam, was patented in 1868, 55 years ago, by John E. Smith of Buffalo, founder of the well-known firm. Up to that time sausagemakers had been using rockers, operated by hand.



THE FIRST POWER MEAT CHOPPER.

This machine was operated by a four-horsepower steam engine, which may be seen underneath it in the picture. It chopped a block of meat fine in 30 minutes. It was first installed in the plant of Arnold Bros., at Chicago, in 1870. Machines of this type were also built to be operated by belt power.

The next improvement was the Buffalo double-crank chopper, which chopped a block of meat fine in 15 minutes, or half the time.

Then came the famous Buffalo Silent Cutter, which did the work in 5 minutes, and from which the silent cutters made in Germany were copied. Over 200 of these machines were shipped to Germany before the silent cutter was made there.

A comparison of the first steam chopper with the Buffalo machines of today indicates the progress made in the sausage business in the 55 years' existence of the John E. Smith's Sons Co.

Do you know what to do—and what not to do—in killing and dressing a steer? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

MEAT IN THE DIET.

That a large number of home economics teachers in high schools of the country are recognizing the importance of meat in the diet, and its proper preparation for the table, is shown by the wide co-operation they are giving the National Live Stock and Meat Board in bringing this information to the students of their classes through the use of a booklet on meat published by the Board.

Only recently the Board launched a national educational campaign in this direction by the publication of this booklet entitled "Meat For Health," to be used for instruction purposes in high school classes. Samples of the booklet were sent out to 4,427 teachers, and to date 1,160 have responded with requests that they be provided with a supply of them. The requests already received show that a total of 60,425 of the booklets are now being used, and each mail is bringing in additional requests.

Results thus far indicate that if the present demand continues it will only be a matter of time until practically all of the schools to which samples were sent will be using the booklet. The number being supplied to the schools is in addition to 630,000 distributed during "Meat for Health Week" last June. The heaviest demand has come from the heaviest meat-consuming centers.

The booklet "Meat For Health" is adaptable for class work as well as a recipe book. In its pages is contained information on the food value and healthfulness of meat, with suggestions for the selection, preparation and cooking of the various cuts, and more than eighty recipes for appetizing and economical dishes. Calories, care of meat, cooking equipment for the housewife, cost, digestibility, healthfulness, learning the different cuts, protein, structure and a dozen other interesting and instructive subjects are thoroughly discussed in the first part of the booklet and in the last pages are found the recipes.

"It is the first booklet on meat I have seen that is so complete and will be a great help with our lessons and meat serving," writes one high school teacher in making her request for seventy-five copies of "Meat For Health."

Not only are high school teachers taking advantage of this service of the National Live Stock and Meat Board, but many housewives learning of the booklet are now writing in for it, and no doubt will learn things about meat that their every-day experience has not brought to them.

For instance, it will probably be a revelation to some that the cheaper cuts contain just as much nutrient as the more expensive cuts and may be prepared in tasty dishes. This knowledge will lead to experiments with cuts previously scorned by these housewives and provide a wider variety of meat dishes for the family table.

Chicago Section

Isaac Powers, general manager of the Home Packing & Ice Co., Terre Haute, Ind., paid a visit to Chicago this week.

Geo. L. Franklin, president of the Dunlevy-Franklin Company, Pittsburgh, Pa., spent a few days in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 23,144 cattle, 5,413 calves, 92,948 hogs and 32,728 sheep.

J. J. McCrohan, for more than 30 years superintendent of the pharmaceutical department of Armour and Company, retired December 22 on a pension.

Wesley Hardenberg, head of the public relations bureau of the Institute of American Meat Packers, spent Christmas at his old home in New York state.

R. H. Gifford, head of the sausage sales department of Swift & Company, was operated on for appendicitis at St. Luke's hospital on the day before Christmas, and made a remarkably rapid recovery.

Word from the bedside of Charles H. Ogden, general manager of the Pittsburgh Provision & Packing Co., Pittsburgh, Pa., indicates that he is not improving. His many friends are much concerned.

Swift & Company's sales of carcass beef in Chicago (including Stock Show prize beef), for the week ending Saturday, December 22, for shipment sold out, ranged from 7.00 to 23.00 cents per pound, averaged 12.15 cents per pound.

Provision shipments from Chicago for the week ending December 22, with comparisons, were as follows:

	This week.	Prev. week.	Cor. week.	1922.
Cured meats, lbs.	17,505,000	17,200,000	14,084,000	
Value	8,880	8,479	7,556	
Fresh meats, lbs.	21,947,000	21,476,000	21,212,000	
Value	10,928	11,180	5,444	
Lard, lbs.	9,484,000	8,934,000	10,241,000	

Announcement is made of the retirement on January 1st of Walter P. Saunders from the provision firm of Cross, Roy & Saunders. Mr. Saunders will take his family to California for a long rest before his business plans are further made known. He has been a member of the firm for 14 years, and has long been a well-known figure in the industry. The name of the firm will not be changed and business will be conducted as usual under the direction of A. E. Cross and Major E. L. Roy as heads of the concern.

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 314 Erie Bldg. Cleveland, O.
 Packing House Specialists

Everybody knows the "biggest little hog buyer" in the country, and everybody will be interested in the bit of "free verse" he penned after reading the tributes to the late Gustav Bischoff as they appeared in THE NATIONAL PROVISIONER. Said he:

We worshipped him
 Because he was so considerate,
 Never too tired or overloaded
 To answer a call or receive his Friends.
 Of unusually kind Expression and Manner,
 A great big, clean, good Heart,
 An Inspiration and Force, Positive and
 Dependable,
 We shall greatly miss him.

—James W. Murphy.

NOVEMBER MEAT EXPORTS.

Total meat exports for November, 1923, amounted to 92,230,821 lbs., valued at \$13,304,234, compared to 68,883,657 lbs., with a value of \$11,204,731 for the same month in 1922. For the 11 months ending November, 1923, the total meat exports were 937,769,551 lbs., with a value of \$136,111,253, compared with 717,324,850 lbs., valued at \$121,673,607 for the same period last year.

Exports of meat products for November, 1923 compared with November, 1922, are reported as follows:

	Month of November	1922	1923
Beef, fresh, lbs.	515,814	245,181	
Value	8,422,223	3,830,355	
Beef, pickled, etc., lbs.	1,880,492	1,804,376	
Value	\$168,042	\$183,853	
Pork, fresh, lbs.	5,377,833	7,945,969	
Value	\$928,061	\$1,127,219	
Hams and shoulders, lbs.	25,236,859	32,020,404	
Value	\$4,486,415	\$5,409,160	
Bacon, lbs.	26,170,438	39,266,863	
Value	\$4,125,222	\$5,134,600	
Pork, pickled, lbs.	3,802,342	2,764,514	
Value	\$484,527	\$226,801	
Lard, canned, lbs.	10,091,918	59,643	
Value	\$2,000,757	\$1,000,578	
Sausage, canned, lbs.	104,904	227,604	
Value	\$51,211	\$59,954	
Oleo oil, lbs.	10,399,742	6,714,393	
Value	\$1,100,868	\$847,797	
Lard, lbs.	62,321,394	74,251,127	
Value	\$7,675,746	\$10,410,749	
Neutral lard, lbs.	1,477,512	1,769,292	
Value	\$104,568	\$259,708	
Lard, compounds (animal fats), lbs.	1,395,920	606,055	
Value	\$150,789	\$89,037	
Margarine (animal fats), lbs.	182,610	80,889	
Value	\$20,948	\$12,126	

Meat exports for the ten months period ending October, 1923, compared with the same period for 1922 are reported as follows:

	Eleven Months ended November	1922	1923
Beef, fresh, lbs.	3,458,848	3,141,988	
Value	\$407,990	\$499,429	
Beef, pickled, etc., lbs.	24,862,149	21,581,716	
Value	\$2,207,593	\$2,192,568	
Pork, fresh, lbs.	22,125,454	41,222,792	
Value	\$3,360,444	\$6,076,498	
Hams and shoulders, lbs.	23,457,317	342,960,480	
Value	\$52,627,565	\$54,645,710	
Bacon, lbs.	302,352,633	409,661,577	
Value	\$45,681,970	\$54,113,480	
Pork, pickled, lbs.	35,408,926	39,115,818	
Value	\$4,251,010	\$4,561,537	
Beef, canned, lbs.	2,408,058	1,631,176	
Value	\$742,088	\$453,245	
Sausage, canned, lbs.	1,078,188	2,451,151	
Value	\$117,700	\$604,400	
Oleo oil, lbs.	102,788,354	93,075,213	
Value	\$10,701,757	\$11,029,604	
Lard, lbs.	688,354,188	936,803,603	
Value	\$81,916,054	\$116,547,198	
Neutral lard, lbs.	17,981,251	21,994,971	
Value	\$2,250,472	\$2,857,562	
Lard, compounds (animal fats), lbs.	15,530,031	6,906,198	
Value	\$1,837,581	\$934,497	
Margarine (animal fats), lbs.	1,715,439	1,717,904	
Value	\$227,733	\$281,891	

THE ARGENTINE MEAT SITUATION.

(Continued from page 18.)

Cattle brokers and packinghouse managers have urged holders of cattle not to throw these on the market too hurriedly, thus avoiding a glut. Most packers are distributing their purchases as widely as possible, by accepting from each breeder and feeder as large a number of head ready for slaughter as is possible, taking only a percentage of stock offered by each client.

Exports Are Increasing.

The exportation of beef during the first eleven months of this year reached the equivalent of 1,713,000 head. During this period beef and mutton exports have exceeded those for the first eleven months of 1922 by 1,356,000 quarters and 199,000 carcasses respectively.

During October the exportation of Argentine chilled beef to Great Britain reached 367,485 quarters, an increase of 105,869 quarters or 40% over the same month last year. Likewise, during October 304,256 quarters of frozen beef were shipped abroad, being an increase over October, 1922, of 175,312 quarters or 135%.

During the first ten months of this year 3,367,855 quarters of Argentine chilled beef reached the British market, an increase of 698,174 quarters or 26.5% over the same months of 1922. As regards frozen beef 2,104,628 quarters were exported during the first ten months of this

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 WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
 Manhattan Building, Chicago, Ill.
 Cable Address, Pacarco

year against 1,703,277 quarters during the same period of 1922.

The following table gives the quarters of beef and carcasses of mutton exported to different foreign markets during the first ten months of this year, compared with the same period of 1922:

	1923	1922
Quarters or Carcasses	Quarters or Carcasses	
Chilled beef, quarters:		
To Great Britain..	3,367,855	2,664,705
" United States.	4,976	
Totals.....	3,367,855	2,669,681
Frozen beef, quarters:		
To Great Britain..	1,167,434	1,208,559
" Germany....	262,112	41,450
" Belgium....	395,686	175,387
" France....	108,329	124,025
" Italy....	41,309	36,945
" Holland....	119,732	40,827
" U. S. A....	3,206	9,343
" Other countries....	6,820	66,741
Totals.....	2,104,628	1,703,277
Frozen mutton carcasses:		
To Great Britain..	1,398,925	1,431,853
" Germany....	29,409	1,089
" Belgium....	6,500	
" France....	100,273	45,698
" Holland....	1,645	12,365
" Italy....	740	197
" U. S. A....	5,673	21,849
" Other countries....	490	77
Totals.....	1,543,655	1,513,128
Frozen lamb carcasses:		
To Great Britain..	1,151,546	943,092
" Germany....	.....
" Belgium....	.....
" France....	9,752	1,237
" Holland....	.....
" Italy....	76	
" U. S. A....	34,405	47,286
" Other countries....	638	.....
Totals.....	1,196,417	991,615

Government Packinghouse Offer.

The Governor of the Province of Buenos Aires has sent to the Provincial Legislature a copy of an ad referendum contract entered into between him and the Anglo-South American Meat Company for the purchase of the latter's Zarate plant. In the accompanying message he also gives an outline of the offer of sale received by him from the Sansinena Frozen Meat Company, to sell to the Government of the Province their Avellaneda plant, together with a chain of retail stores in Buenos Aires and selling branches in Great Britain and France.

It is generally believed that neither of these offers will be accepted by the Buenos Aires Legislature.

While the Fat Cattle Show inaugurated in the grounds of the Rural Society in Palermo on November 17th was as heavily stocked with choice beef steers as in former years, yet owing to the slackness of prices champion animals were sold to packers at from \$400 to \$800 Argentine paper, whereas in former years such steers brought as high as from \$20,000 to \$25,000. These latter prices, of course, have always been considered as annual prizes, packers have paid breeders in orders to encourage them to produce better stock. Naturally the packers paying such prices received considerable publicity as a result of their generosity.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 26, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 16@17c; green hams, 8-10 lbs., 18c; 10-12 lbs., 16½c; 12-14 lbs., 16c; green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 13c; 10-12 lbs., 12½c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12½c; 12-14 lbs., 12c; sweet pickled clear bellies, 6-8 lbs., 11c; 8-10 lbs., 11½c; 10-12 lbs., 11½c; 12-14 lbs., 11c; sweet pickled rib bellies, 10-12 lbs., 11½c; 12-14 lbs., 11c; sweet pickled hams, 8-10 lbs., 17½c; 10-12 lbs., 17c; 12-14 lbs., 16½c; dressed hogs 11½c; city steam lard, 13c; compound, 13c.

ITALY BARS CANNED HORSE MEAT.

Italy has decided not to eat canned horse meat. A ministerial ordinance, recently issued, prohibits the preparation, holding for sale and sale of canned horse meat.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Monday, Dec. 17....	27,018	4,256	72,094	20,776
Tuesday, Dec. 18....	10,888	3,516	65,015	11,208
Wednesday, Dec. 19....	8,934	2,936	30,352	1,200
Thursday, Dec. 20....	10,253	4,186	65,548	1,544
Friday, Dec. 21....	3,948	1,971	62,875	8,316
Saturday, Dec. 22....	539	20	11,106	895
Total for week....	61,533	15,309	312,960	27,769
Previous week....	85,646	15,673	271,646	107,641
Year ago....	60,221	12,263	210,310	63,028
Two years ago....	41,373	11,038	169,089	59,214

SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Monday, Dec. 17....	5,316	323	14,140	5,724
Tuesday, Dec. 18....	4,314	161	9,151	2,427
Wednesday, Dec. 19....	5,590	244	5,540	3,411
Thursday, Dec. 20....	5,502	236	6,029	3,494
Friday, Dec. 21....	3,693	237	9,538	2,043
Saturday, Dec. 22....	604	58	3,678	.....
Total for week....	20,015	1,293	49,266	17,099
Previous week....	28,121	2,173	62,700	35,420
Year ago....	24,696	1,170	46,960	22,471
Two years ago....	19,965	1,140	89,284	22,221

Receipts at Chicago Stock Yards thus far this year to Dec. 22, with comparative totals:

	1923	1922
Cattle.....	3,103,998	3,112,524
Calves.....	749,394	763,304
Hogs.....	10,195,014	7,955,525
Sheep.....	4,103,372	3,818,640

Combined receipts at seven points for the week ending Dec. 22, 1923, with comparisons:

	Cattle	Hogs	Sheep
Week ending Dec. 22....	198,000	851,000	173,000
Previous week....	272,000	763,000	235,000
Year ago....	196,000	637,000	167,000
1922.....	119,000	432,000	162,000

Combined receipts at seven markets for 1923 to Dec. 22 and the corresponding period for previous years:

	Cattle	Hogs	Sheep
1923	11,092,000	30,656,000	10,756,000
1922	10,870,000	23,137,000	9,916,000
1921	9,018,000	21,596,000	11,606,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number weight—Prices
	received. lbs. Top. Avge.
Week ending Dec. 22....	*312,900 *232 \$ 7.25 \$ 6.90
Previous week	271,648 234 7.25 6.70
1922	210,310 232 6.70 8.15
1921	169,089 226 7.80 6.90
1920	163,925 229 10.35 9.25
1919	198,052 224 14.00 13.52
1918	116,071 225 17.90 17.60
1917	157,551 217 17.30 16.85
1916	196,434 191 10.80 10.35
1915	158,516 190 7.10 6.50
1914	199,841 222 7.40 7.20
1913	160,836 209 8.30 7.95

Average, 1913-1922 ... 173,100 216 \$10.95 \$10.40

*Receipts and average weight for the week ending Dec. 22, 1923, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle. Hogs. Sheep. Lambs.

	Cattle	Hogs	Sheep	Lambs
Week ending Dec. 22....	\$ 9.25	\$ 6.90	\$ 7.25	\$12.60
Previous week	9.50	6.70	6.75	12.80
1922	9.00	8.15	7.15	13.90
1921	6.40	6.90	4.20	10.45
1920	10.00	9.25	3.85	10.65
1919	13.90	13.52	10.10	17.70
1918	10.40	9.45	9.45	14.85
1917	11.75	16.85	11.50	16.15
1916	10.00	10.35	9.40	13.00
1915	8.40	6.50	6.50	9.30
1914	8.50	7.20	5.75	8.55
1913	8.35	7.95	5.35	7.95

Average, 1913-1922 ... \$10.15 \$10.40 \$ 7.35 \$12.25

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle	Hogs	Sheep
Week ending Dec. 22....	36,600	263,800	46,300
Previous week	57,525	208,946	72,401
1922	35,525	163,350	40,557
1921	21,408	79,705	36,993
1920	10,694	121,861	39,801
Saturday, Dec. 22, estimated.			
Chicago packers hogs slaughtered for the week ending Dec. 22, 1923:			
Armour & Co.			31,900
Anglo-American Provision Co.			19,300
Swift & Co.			35,800
G. H. Hammond Co.			18,900
Morris & Co.			22,200
Wicks & Co.			30,400
Boyd-Lundum & Co.			13,000
Western Packing & Provision Co.			20,300
Roberts & Oskar			10,400
Miller & Hart			11,000
Independent Packing Co.			8,000
Brennan Packing Co.			8,300
William Davies Co.			4,100
Agar Packing Co.			2,600
Others			34,100
Total			281,500
Previous week			223,300
Year ago....			177,100
Two years ago....			92,000
Three years ago....			126,100

(For Chicago livestock prices see page 34)

Gorman-Brown Engineering Corporation

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Vegetable Oil Refineries

Preserved Food Plants

Executive Office

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Exclusive Engineers, Architects and Builders of the Chain of Packing Houses and diversified staple Food Manufacturing Plants being established by the Confederated Home Abattoirs Corporation

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, December 27, 1923.

Green Meats.

Regular Hams—

8-10 lbs. avg.	@ 13 1/2
10-12 lbs. avg.	13 1/2
12-14 lbs. avg.	@ 13 1/2
14-16 lbs. avg.	@ 13 1/2
16-18 lbs. avg.	@ 14 1/2
18-20 lbs. avg.	@ 14 1/2

Skinned Hams—

14-16 lbs. avg.	@ 13 1/2
16-18 lbs. avg.	13 1/2
18-20 lbs. avg.	@ 13 1/2
20-22 lbs. avg.	13 1/2
22-24 lbs. avg.	12
24-26 lbs. avg.	11
25-30 lbs. avg.	@ 10 1/2

Picnics—

4-6 lbs. avg.	@ 8
6-8 lbs. avg.	7 1/2 @ 8
10-12 lbs. avg.	@ 7 1/2
12-14 lbs. avg.	@ 7
14-16 lbs. avg.	@ 7

Clear Bellies—

6-8 lbs. avg.	@ 13 1/2
8-10 lbs. avg.	12
10-12 lbs. avg.	11
12-14 lbs. avg.	10 1/2 @ 11
14-16 lbs. avg.	10 1/2 @ 11

Pickled Meats.

Regular Hams—

10-12 lbs. avg.	@ 14 1/2
12-14 lbs. avg.	14 1/2
14-16 lbs. avg.	15
16-18 lbs. avg.	15 1/2 @ 16
18-20 lbs. avg.	15 1/2 @ 16 1/4

Boiling Hams—

16-18 lbs. avg.	@ 16 1/2
18-20 lbs. avg.	16 1/2
20-22 lbs. avg.	@ 16 1/2

Skinned Hams—

14-16 lbs. avg.	@ 15 1/2
16-18 lbs. avg.	15 1/2
18-20 lbs. avg.	15 1/2
20-22 lbs. avg.	15 1/2
22-24 lbs. avg.	11
24-26 lbs. avg.	10 1/2 @ 11
25-30 lbs. avg.	10 1/2 @ 11

Picnics—

4-6 lbs. avg.	8 1/2 @ 8 1/2
6-8 lbs. avg.	8 @ 8 1/2
8-10 lbs. avg.	8 @ 8 1/2
10-12 lbs. avg.	7 1/2 @ 7 1/2
12-14 lbs. avg.	7 1/2 @ 7
14-16 lbs. avg.	7 @ 7

Bellies (square cut and seedless)—

6-8 lbs. avg.	8 1/2 @ 8 1/2
8-10 lbs. avg.	8 1/2 @ 8 1/2
10-12 lbs. avg.	8 @ 8 1/2
12-14 lbs. avg.	7 1/2 @ 7 1/2
14-16 lbs. avg.	7 1/2 @ 7

Dry Salt Meats.

Extra ribs, 35-45	@ 10
Extra clears, 35-45	10
Regular plates, 6-8	9 1/2 @ 9 1/2
Clear plates, 4-7	9 1/2 @ 9 1/2
Jowl butts	8 @ 8 1/2

Fat Backs—

8-10 lbs. avg.	@ 10 1/2
10-12 lbs. avg.	10 1/2
12-14 lbs. avg.	12 1/2
14-16 lbs. avg.	12 1/2
16-18 lbs. avg.	12 1/2
18-20 lbs. avg.	12 1/2
20-25 lbs. avg.	13 1/2

Clear Bellies—

14-16 lbs. avg.	@ 10 1/2
18-20 lbs. avg.	10 1/2
20-25 lbs. avg.	9 1/2
25-30 lbs. avg.	9 1/2
30-35 lbs. avg.	9 1/2
35-40 lbs. avg.	9 1/2
40-50 lbs. avg.	9 1/2

THE NATIONAL PROVISIONER

FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, DECEMBER 22, 1923.

Open. High. Low. Close.

LARD—

Jan. 12.05 12.07 1/2 12.05 12.07 1/2

Mar.

May 12.10 12.10 12.10 12.10

CLEAR BELLIES—

Jan. 10.05 10.05 10.05 10.05

May

10.10 10.10 10.10 10.10

SHORT RIBS—

Jan. 9.60 9.60 9.60 9.60

May

9.77 1/2 9.77 1/2 9.75 9.75

LARD—

Dec. 12.62 n 12.20-22

Mar.

12.15 12.15

May

12.20 12.20

CLEAR BELLIES—

Jan. 10.05 n 10.05 n

Mar.

10.10 n 10.10 n

May

10.25 n 10.25 n

SHORT RIBS—

Jan. 9.57 9.57 9.57 9.57

May

9.75 9.75 9.75 9.75

LARD—

Dec. 12.47 12.47 12.47

Jan.

12.05 12.05 11.95

Mar.

12.02 12.02

May

12.05 12.05

CLEAR BELLIES—

Jan. 9.42 9.42 9.42 9.42

May

9.60 9.65 9.60 9.65

SHORT RIBS—

Jan. 9.42 9.55 9.42 9.42

May

9.60 9.75 9.60 9.75

LARD AND GREASE EXPORTS.

Exports of lard from New York, Dec. 1 to Dec. 26 were: 55,296,653 lbs.; tallow, 213,600 lbs.; greases, 4,138,800 lbs., and stearine, 38,800 lbs.

For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

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American Process Co.

68 William St. New York

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, December 27, 1923, with comparisons, follows:

	Week ending Dec. 27	Prev. week	Cor. week.
Armour & Co.	17,500	24,500	12,200
Anglo-Amer. Prov. Co.	8,844	15,157	8,100
Swift & Co.	21,741	25,520	10,000
G. H. Hammond & Co.	11,663	15,729	5,900
Morris & Co.	16,364	31,272	16,500
Wilson & Co.	9,049	13,164	6,600
Brown, Lunham & Co.	8,030	12,306	6,000
Western P. & F. Prov. Co.	16,600	18,000	12,900
Reed & Oake	6,333	9,296	5,500
Miller & Hart	6,279	8,352	4,100
Independent Packing Co.	6,388	6,750	6,900
Brennan Packing Co.	7,066	8,188	5,500
William Davies Co.	500	700	3,200
Agar Packing Co.	290	825	1,700
Others	3,000	3,000	6,100
Total	138,939	193,861	111,200

CHICAGO RETAIL FRESH MEATS

Beef.

No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28
Rib roast, light end	40	32
Chuck roast	20	18
Steaks, round	40	30
Steaks, sirloin, first cut	45	38
Steaks, porterhouse	70	55
Steaks, flank	28	25
Beef stew, chuck	15	12 1/2
Corned briskets, boneless	22	20
Corned plates	14	12
Corned rumps, boneless	25	22

Lamb.

Good.	Com.
Hindquarters	40
Legs	42
Stews	12 1/2
Chops, Shoulder	28
Chops, rib and loin	50

Mutton.

Legs	22
Stew	12 1/2
Shoulders	20
Cheeks	13
Leaf lard, unrendered	14

Pork.

Loins, whole, 8@10 avg.	18 @ 20
Loins, whole, 10@12 avg.	16 @ 17
Loins, whole, 12@14 avg.	15 @ 16
Loins, whole, 14 and over	13 @ 14
Chops	20 @ 22
Shoulders	12 @ 13
Butts	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,	
Prime Native Steers	18	21	17 @18½
Good Native Steers	16	18	15 @18
Medium Steers	12	16	12 @14
Heifers, good	13	18	12 @17
Cows	8	12	7 @10
Hind Quarters, choice		25	24
Fore Quarters, choice		15	13

Beef Cuts.

Steer Loins, No. 1	12 @36	11 @44	10 @16
Steer Loins, No. 2	12 @30	10 @30	9 @11
Steer Short Loins, No. 1	12 @47	10 @62	9 @17
Steer Short Loins, No. 2	12 @42	10 @40	9 @15
Steer Loin Ends (hips)	12 @28	10 @30	9 @15
Steer Loin Ends, No. 2	12 @27	10 @28	9 @15
Cow Loins	12 @23	11 @23	10 @18
Cow Short Loins	18 @30	20 @30	18 @16
Cow Loin Ends (hips)	12 @18	10 @16	9 @11
Steer Ribs, No. 1	12 @26	10 @26	9 @11
Steer Ribs, No. 2	12 @25	10 @22	9 @11
Cow Ribs, No. 1	12 @23	10 @17	9 @11
Cow Ribs, No. 2	12 @18	10 @12	9 @11
Steer Rounds, No. 1	12 @14½	10 @14½	9 @11
Steer Rounds, No. 2	12 @13½	10 @13½	9 @11
Steer Chuck, No. 1	12 @12½	10 @11	9 @11
Cow Rounds	9 @12½	9 @11	9 @11
Cow Chucks	7 @9	6½ @9	6 @9
Steer Plates	12 @8½	10 @9	9 @9
Medium Plates	12 @8½	10 @9	9 @9
Briskets, No. 1	12 @16	10 @16	9 @16
Briskets, No. 2	12 @12	10 @12	9 @12
Steer Navel Ends	5 @7½	6 @6½	5 @5½
Cow Navel Ends	5 @6	6 @5½	5 @4½
Fore Shanks	5 @4½	6 @4½	5 @3½
Hind Shanks	5 @4½	6 @4½	5 @3½
Ribs	18 @22	18 @22	18 @18
Steer Loins, No. 1, boneless	12 @55	10 @55	9 @55
Strip Loins, No. 2	12 @45	10 @45	9 @45
Strip Loins, No. 3	12 @45	10 @45	9 @45
Sirloin Butts, No. 1	12 @30	10 @30	9 @30
Sirloin Butts, No. 2	12 @26	10 @26	9 @26
Sirloin Butts, No. 3	12 @18	10 @17	9 @17
Beef Tenderloins, No. 1	12 @70	10 @65	9 @65
Beef Tenderloins, No. 2	12 @60	10 @55	9 @55
Rump Butts	12 @17	10 @18	9 @18
Flank Steaks	12 @17	10 @17	9 @17
Boneless Steaks	12 @8½	10 @8	9 @8
Smoked Clodds	12 @15	10 @13	9 @8
Hanging Tenderloins	12 @8	10 @8	9 @8
Trimmings	12 @8	10 @8	9 @8

Beef Products.

Brains, per lb.	8½ @10	7 @9	6 @8
Hearts	3½ @4	4 @5	3 @4
Tongues	29 @30	28 @30	26 @30
Sweethearts	38 @39	36 @40	34 @39
Ox-Tail, per lb.	7 @10	6 @9	5 @8
Fresh Tripe, plain	12 @4	10 @5	9 @5
Fresh Tripe, H. C.	12 @6½	10 @6½	9 @6
Livers	6 @8	6 @9	5 @8
Kidneys, per lb.	6 @8½	5 @10	4 @8

Veal.

Choice Carcass	16 @17	15 @16½	14 @16
Good Carcass	12 @15	10 @14	9 @13
Good Saddles	18 @26	18 @25	17 @24
Good Backs	8 @13	10 @13	9 @13
Medium Backs	6 @7	4 @6	3 @5

Veal Product.

Brains, each	9 @10	7 @9	6 @8
Sweethearts	46 @56	65 @68	52 @60
Calf Livers	33 @35	22 @30	18 @28

Lamb.

Choice Lambs	12 @25	10 @26	9 @26
Medium Lambs	12 @23	10 @21½	9 @21½
Choice Saddles	12 @28	10 @29	9 @29
Medium Saddles	12 @26	10 @26	9 @26
Choice Fore	12 @20	10 @24	9 @24
Medium Fore	12 @18	10 @22	9 @22
Lamb Fries, per lb.	30 @31	23 @23	18 @18
Lamb Tongues, each	12 @13	18 @18	12 @12
Lamb Kidneys, per lb.	25 @25	23 @25	18 @23

Mutton.

Heavy Sheep	12 @9	10 @7½	8 @7½
Light Sheep	12 @13	10 @10	8 @8
Heavy Saddles	12 @10	10 @16	8 @16
Medium Saddles	12 @16	10 @16	8 @16
Heavy Fore	12 @6	10 @6	8 @6
Light Fore	12 @11	10 @11	8 @8
Mutton Legs	12 @18	10 @8	8 @8
Mutton Loin	12 @10	10 @8	8 @8
Mutton Stew	12 @8	10 @8	8 @8
Sheep Tongues, each	12 @13	10 @8	8 @8
Sheep Heads, each	10 @10	10 @10	8 @8

Fresh Pork, Etc.

Dressed Hogs	12 @12	18 @18	10 @19
Pork Loins, 8@10 lbs. avg.	12 @13½	14 @14	10 @14
Leaf Lard	12 @12½	11 @11	9 @10
Tenderloin	12 @20	10 @40	8 @40
Spare Ribs	12 @7½	9 @9½	7 @12½
Butts	12 @9½	12 @12½	10 @16
Hocks	12 @9½	11 @11	9 @11
Trimmings	12 @6½	7 @7	5 @5
Extra Lean Trimmings	12 @9½	12 @12	8 @8
Tails	12 @11	8 @8	7 @7
Stouts	12 @7	5 @5	4 @4
Pigs' Feet	12 @4	6 @6	4 @4
Pigs' Heads	12 @6	6 @6	4 @4
Ham Hocks	12 @7	11 @11½	8 @8
Blade Meat	12 @11½	6 @6½	4 @4
Cheek Meat	12 @6	3 @3	2 @2
Hog Liver, per lb.	12 @4½	10 @3½	8 @3
Neck Bones	12 @3	11½ @11½	9 @9
Skinned Shoulders	12 @9	11½ @11½	9 @9
Pork Hearts	12 @4	6 @6	4 @4
Pork Kidneys, per lb.	12 @5	6 @6	4 @4
Pork Tongues	12 @14	16 @16	10 @10
Slip Bones	12 @9	8 @8	6 @6
Tail Bones	12 @12	10 @10	8 @8
Brains	12 @12	10 @10	8 @8
Back Fat	12 @12½	16 @16	10 @10
Hams	12 @9	10 @10	8 @8
Cales	12 @9	12 @12	8 @8
Bellies	12 @16	18 @18	12 @12

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons	22 @22
Country style sausage, fresh, in link	14 @14
Country style sausage, fresh, in bulk	13 @13
Mixed sausage, fresh	12 @12½
Frankfurts in pork casings	13½ @13½
Frankfurts in sheep casings	16 @16½
Bologna in beef bungs, choice	14 @14½
Bologna in cloth, paraffined, choice	14 @14
Liver sausage in hog bungs	16 @16
Head cheese	10 @10
New England luncheon specialty	11 @11
Liberty luncheon specialty	17 @17
Minced luncheon specialty	14 @14
Tongue sausage	10 @10
Blood sausage	15 @15
Polish sausage	14 @14½
Souse	14 @14

DRY SAUSAGE.

Cervelat, choice, in hog bungs	46 @46
Cervelat, new condition, in hog bungs	46 @46
Cervelat, new condition, in beef middles	46 @46
Thuringer Cervelat	20 @20
Farmer	22 @22
Holsteiner	22 @22
B. C. Salami, choice	41 @41
Milano Salami, choice, in hog bungs	41 @41
B. C. Salami, new condition	40 @40
Prisseuse choice, in hog middles	39 @39
German style Salami	51 @51
Peperoni	29 @29
Mortadella, new condition	20 @20
Capocola	46 @46
Italian style hams	36 @36
Virginia style hams	36 @36

SAUSAGE IN OIL.

Bologna style sausage in beef rounds— Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50
Frankfurt style sausage in sheep casings— Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Frankfurt style sausage in pork casings— Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50
Smoked link sausage in pork casings— Small tins, 2 to crate	6.00
Large tins, 1 to crate	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 180 sets, per tierce, per set	20 @20
Some sales made at 14c.	
Beef rounds, export, 225 sets, per tierce, per set	25 @25
Beef middles, 110 sets, per tierce, per set.	25 @25
Beef bungs, No. 1, 400 pieces, per tierce, per piece	25 @25
Beef bungs, No. 2, 400 pieces, per tierce, per piece	25 @25
Beef weasands, No. 1, per piece	20 @20
Beef weasands, No. 2, per piece	14 @14
Beef bladders, small, per doz.	1.40
Beef bladders, medium, per doz.	1.20
Hog casings, medium, f. o. s., per lb.	90 @90
Hog casings, extra narrow, selected, f. o. s., per lb.	22 @22
Hog middles, without cap, per set	16 @16
Hog middles, with cap, per set	18 @18
Hog bungs, export	22 @22
Hog bungs, large, prime	15 @15
Hog bungs, medium	15 @15
Hog bungs, small, prime	15 @15
Hog bungs, narrow, no demand	2 @2
Hog stomachs, per piece	8 @8

CANNED MEATS.

No. ½, No. 1, No. 2, No. 3	\$3.25 \$4.00 \$13.00
Roast beef	2.35 4.50 15.00
Roast mutton	2.40 4.75 16.50
Sliced dried beef	1.85 4.00 14.00
Os. tonette, whole	17.50 50.00 34.50
Lamb tonette, whole	2.85 7.00 8.50
Canned beef hash	1.50 2.75 4.25
Hamburger steaks, with onions	1.50 2.25 4.25
Family back pork, 20 to 34 pieces	24.50
Family back pork, 35 to 45 pieces	25.00
Clear back pork, 40 to 50 pieces	28.50
Clear back pork, 50 to 60 pieces	26.00
Clear plate pork, 20 to 35 pieces	23.00
Clear plate pork, 35 to 45 pieces	22.75
Bean pork	21.00
Brisket pork	21.00
Plate beef	17.00
Extra plate beef, 200-lb. barrels	18.00
Ast. pork barrels, black iron hoops	\$1.62½ @1.65
Ast. pork barrels, black iron hoops	1.82½ @1.85
Ash pork barrels, galv. iron hoops	1.82½ @1.85
Red oak lard tierces	2.45 @2.50
White oak lard tierces	2.05 @2.70
White oak ham tierces	2.00 @2.70

COOPERAGE.

Ast. pork barrels, black iron hoops	\$1.62½ @1.65

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Retail Section

Meat Dealers' Standards

(Continued from page 17.)

at any other expense ratio, it characterizes neither those which are most efficient nor those which are most inefficient. It gives only the conditions as they are when all firms are averaged in together. It does not know what is done by those who operate most efficiently.

Expenses Higher in Cleveland.

Business operations of merchants in Cleveland have likewise been observed for a number of months—since April 22 of this year. Each month shows that expenses in relation to sales are somewhat higher in Cleveland than in Chicago—the average since April 22 for Cleveland being 20.7, and for Chicago, 18.9.

To what is this due? An answer cannot now be given; we hope to have one somewhat later on.

The story for merchants in New York follows the same general line as that for Chicago and for Cleveland. It need not be told here in detail, since it, with those for the other cities, is included in the figures in table I.

II

Where Savings in Expense Can Be Made.

The largest single expense item in retailing meat, as in other commodities, is in the wage bill. This is not necessarily due to "high" wages, but rather to the nature of the service which retailers render.

Wages in Chicago shops since February 26, 1923, have taken 12 cents out of every dollar of sales and 65 cents out of every dollar of total expense. It is this item which needs watching, if costs of operation are to be reduced.

A saving of 1 per cent in this item is from 10 to 12 times as great as a similar saving in ice and refrigeration expense, and 5 to 6 times as great as a similar saving in rent.

High wages in terms of sales go with high operating expense in terms of sales. Let's be specific on this point by taking a few test cases in Chicago, in the light of the facts in table II.

High Wages Mean High Costs

Since February 26, 1923, we have records for 426 shop-periods—a shop period being one shop operating four weeks. More firms (in these periods) operated at 20 to 22 per cent than at any other amounts. Most of these firms paid 12 to 14 cents out of each dollar in the form of wages.

But, for many firms, expenses in terms of sales were considerably below this level. For these, wages in terms of sales also were lower. On the other hand some had higher operating expenses, and with these high expenses went high wages in terms of sales.

The association between high wages and high operating expenses is clear. The moral is also certain.

If operating expenses are to be appreciably reduced, it must come through wages. But this does not mean cutting wages. Low wages go with inefficient service.

Better Service and More Sales.

What is wanted is better service and more sales per person. Large volume, as such, will not bring profits and satisfied

Ask Yourself

It is suggested that the retail meat dealer ask himself these questions—and then try to answer them:

1. Am I, as owner and manager, earning the wages which I take out of the business?

2. Am I paying myself for services not rendered?

3. Is my labor force too large for the business which I do?

4. Is the time of my labor force productively employed or is a large part of it wasted?

5. Can I, myself, through efficient management do the things for which I am paying others?

6. If I cannot reduce my labor force, can I stimulate my sales so as to utilize productively their full time?

7. Is my management truly efficient? What makes me think so?

8. Do the wages which I pay myself and my labor force take so much out of each dollar of sales that I cannot successfully compete with my neighbors?

9. A considerable number of merchants are doing business at low costs. Do I belong to this group?

customers. Both come rather from efficient management and reasonable prices.

Management can best direct its attention to the wage bill and its relation to costs of operation. By reducing them, other things being equal, margins can be narrowed and prices reduced. Low prices are bound to react upon sales. Such, then, is the lesson which the facts teach.

TABLE II.

NUMBER OF RETAIL MEAT SHOPS (PERIODS) IN CHICAGO AND CLEVELAND HAVING DIFFERENT RATIOS OF TOTAL EXPENSE TO SALES AND CORRESPONDING RATIOS OF TOTAL WAGES TO SALES

Ratio of Total Expense to Sales—Per Cent	Chicago—Feb. 26 to Dec. 1, 1923												Cleveland—April 21 to Dec. 1, 1923																														
	Ratio of Total Wages to Sales												Ratio of Total Wages to Sales																														
	Total	8	10	12	14	16	18	20	22	Under to 8	to 10	to 12	to 14	to 16	to 18	to 20	to 22	Under to 8	to 10	to 12	to 14	to 16	to 18	to 20	to 22	over	Total	8	10	12	14	16	18	20	22	Under to 8	to 10	to 12	to 14	to 16	to 18	to 20	to 22
Total	426	11	30	92	127	80	33	15	16	13	133	..	21	23	29	21	18	10	9	2	426	11	30	92	127	80	33	15	16	13	133	..	21	23	29	21	18	10	9	2			
Less than 14.	13	8	5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
14 to 16.	41	2	22	36	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
16 to 18.	71	1	9	36	25	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
18 to 20.	73	2	24	41	6	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
20 to 22.	82	1	13	34	26	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
22 to 24.	47	3	12	20	11	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
24 to 26.	30	4	15	9	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
26 to 28.	19	10	6	3	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
28 to 30.	10	1	2	5	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
30 to 32.	11	1	3	2	4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
32 to 34.	6	1	4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
34 to 36.	10	1	2	4	3	4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									
36 and over.	10	2	2	8	3	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1									

Wages constitute a more or less fixed overhead expense. Standard rates cannot probably be reduced, but the burden which they entail on management and the public can be reduced through full use of the time and talent for which wages are paid.

Ask Yourself These Questions.

The following are a few of the questions which retail dealers should ask themselves and satisfactorily answer.

1. Am I, as owner and manager, earning the wages which I take out of the business?

2. Am I paying myself for services not rendered?

3. Is my labor force too large for the business which I do?

4. Is the time of my labor force productively employed or is a large part of it wasted?

5. Can I, through more efficient management, do the things for which I am paying others?

6. If I cannot reduce my labor force, can I stimulate my sales so as to utilize productively their full time?

7. Is my management truly efficient? What makes me think so?

8. Do the wages which I pay myself and

TABLE I.
EXPENSE AND OPERATING STANDARDS IN RETAIL MEAT DISTRIBUTION FOR DIFFERENT PERIODS, 1923.

Chicago.

Average Expense of Distribution in Terms of Sales.

Details	Feb. 26 to Oct. 6	Oct. 7 to Nov. 3	Nov. 4 to Dec. 1
Number of reports...	35	57	60
Total sales	\$120,355	\$219,696	\$244,489
Total expenses	19.5	18.8	17.3
Wages	12.6	12.0	11.4
Rent	2.2	2.0	1.9
Ice and refrigeration	1.2	1.2	0.9
Other expense	3.5	3.6	3.1
Stock turnover*	6.0	6.5	7.2

Cleveland.

Average Expense of Distribution in Terms of Sales.

Details	Apr. 22 to Oct. 6	Oct. 7 to Nov. 3	Nov. 4 to Dec. 1
Number of reports...	12	21	25
Total sales	\$32,202	\$57,600	\$70,957
Total expenses	21.2	19.8	19.7
Wages	13.3	12.7	12.3
Rent	2.6	2.4	2.4
Ice and refrigeration	1.5	1.0	1.0
Other expense	3.8	3.7	4.0
Stock turnover*	6.2	6.0	5.9

* Stock turnover is computed by taking one-half of the sum of the stock on hand at the beginning of the period and the stock on hand at the end of the period, and dividing the result into the cost of the goods sold.

New York and Vicinity.

Average Expense of Distribution in Terms of Sales.

Details	months, April to Sept.	Month to Oct.	Month of Nov.
Number of reports...	20	16	13
Total sales	\$68,005	\$58,814	\$49,353
Total expenses	21.4	20.5	19.0
Wages	13.6	14.0	13.5
Rent	2.8	2.9	2.1
Ice and refrigeration	1.2	0.9	0.6
Other expense	3.8	3.1	2.8
Stock turnover*	6.0	8.2	7.4

Other Cities.

Average Expense of Distribution in Terms of Sales.

Details	Average of 5 months, May to Sept.	Month of Oct.	Month of Nov.
Number of reports...	3	2	2
Total sales	\$14,901	\$6,945	\$7,943
Total expenses	18.1	17.2	18.9
Wages	9.6	9.0	10.1
Rent	1.3	1.1	0.6
Ice and refrigeration	1.3	1.2	0.6
Other expense	5.9	5.1	5.5
Stock turnover*	3.7	2.9	2.5

* Stock turnover is computed by taking one-half of the sum of the stock on hand at the beginning of the period and the stock on hand at the end of the period, and dividing the result into the cost of the goods sold.

my labor force take so much out of each dollar of sales that I cannot successfully compete with my neighbors?

9. A considerable number of merchants are doing business at low costs. Do I belong to this group?

When answers are given to these questions and operation determined in the light of them, then merchants have taken the first step toward efficient management.

(EDITOR'S NOTE.—This is the fifth of a series by Dr. Sechrist giving results of a study of costs in operating retail markets. The first appeared in THE NATIONAL PROVISIONER of September 8, the second on September 29, the third on October 27 and the fourth on December 1. The study was made in three cities, and was under the joint auspices of Northwestern University and the U. S. Department of Agriculture.

Other reports will follow in later issues of THE NATIONAL PROVISIONER.

A valuable study by Dr. Sechrist of the "Meat Retailer As a Business Man" appeared in THE NATIONAL PROVISIONER of August 18.

Reprints of any or all of these studies may be had upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., accompanied by a 2-cent stamp.

LOCAL AND PERSONAL.

The Economy Meat Market, 4402 E. Washington street, Indianapolis, Ind., has been sold to Oscar E. Reich.

A new meat market has been opened at 2745 Roosevelt avenue, Indianapolis, Ind., by Wm. H. Montgomery.

The Star Meat Market, Bartlesville, Okla., is moving into larger quarters.

J. B. Godfrey has moved his meat business in Ardmore, Okla., to the Harlan Grocery. Wm. Franklin has installed new fixtures and will conduct a meat business in the place vacated by Godfrey.

A new meat market has been opened in Mayfield, Ky., by A. C. Campbell.

A grocery store and meat market has been opened in Kewanee, Ill., by Joseph S. Vance and George W. Davis.

R. D. Anderson has opened a meat market at 2821 East Tenth street, Indianapolis, Ind.

The Marty & Kupp meat market in Columbus, Neb., has been sold to Fred Gable and Walter Gloor.

The United Meat Stores will open its third store in Reading, Pa.

The Cross & Simon meat market, Logansport, Ind., has been sold to H. Miller and Company.

Chas. Bracke has sold his interest in his meat market in Fairbury, Nebr., to his partner, Walter Ware.

J. F. Harper has taken over the El Verano meat market in Sonoma, Cal.

J. G. Gibson has sold his meat market in Moscow, Ida., to Andrew C. Hagan.

A new meat market has been opened in Mt. Vernon, Wash., by Mr. and Mrs. Edward Biglow.

Chas. Lewin has sold his meat business and fixtures in Thurston, Nebr., to Frank Breneman.

Frank Galvin has sold the Sanitary Meat Market in Sedro-Woolley, Wash., to E. W. Bigelow.

Andrew Williams has reestablished a meat market in Ontario, Cal.

Jack Robson has opened a new meat market in Alma, Mich.

H. Carnahan, formerly of the Alpha Beta Market, Monrovia, Cal., has started a market of his own in that place.

The Standard Meat and Produce Company, Richfield, Utah, will move into new and improved quarters shortly after the first of the year.

W. R. Lee has moved the Torrance Market from Torrance, Calif., to a location on South Moneta street, Los Angeles.

The Bungalow Market, owned by Clement & Snyder, has been opened for business in Washougal, Wash.

J. E. Tormey has sold the Eagle Cash



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Market, W927 Sprague avenue, Spokane, Wash., to Gene Gooding.

The Porter Meat Market, Porter, Wash., has been sold to Mr. Hughey.

The Central Market in Westlake's Public Market, Spokane, Wash., has been purchased by the A. & K. Market.

Fred Koch and A. E. Jewett have opened a meat market in Marysville, Wash.

A meat market has been added to the H. G. Chaffee Grocery Store, Glendora, Cal.

The Peoples Market, Salem, Ore., is improving its store.

Shellenberg & Kregel have moved their meat market into the Opera House building, Johnson, Neb.

Edgar Clansen has opened the Lone Star Meat Market in Blair, Neb.

The Norris Meat Co. has opened another branch in the Second Street Public Market, Casper, Wyo.

Mrs. S. Smith has purchased the meat market of James W. Nelson in Paola, Kans.

J. O. Shoop has moved his meat market into his new concrete building in Garden City, Kans.

Louis Klein has purchased the meat market of Randle & Randle, Frankfort, Kans.

Wm. Noll has disposed of his meat market at 6740 Huber Ave., Hamtramck, Mich., to Wiktor Tuszyński.

Clark & Reddish are about to open their new meat market in Bridgeport, Neb.

D. C. Anderson is closing out his meat and grocery business in Albia, Ia.

W. H. Brodbeck has purchased the meat market of G. W. Courtright in Grant, Nebr.

The Concrete Market & Grocery has succeeded to the meat business of C. E. Prater in Concrete, Wash.

Sam Marsh has engaged in the meat business at 613 W. 11th St., Vancouver, Wash.

E. F. Farr has sold a half interest in his meat business in Oregon City, Ore., to Elmer Farr.

Sagelman & Kroon have purchased the meat and grocery business of C. M. Clark, at 590 Jefferson Ave., Grand Rapids, Mich.

R. J. Fields has purchased the meat and grocery business of Benj. Kahn at 3038 Beaubien street, Detroit, Mich.

Ben Dobin and others have purchased the Franklin Meat Market at 8594 Russell St., Detroit, Mich.

R. E. Maloney has opened Bob's Mar-

ket at 526 East Harrison street, Portland, Ore.

Fehr & Retledge have opened a stock of meats, groceries, etc., in Fair Oaks, Cal.

Rudolph Ebner has engaged in business in Salem, Ore., as the Pacific Meat Market & Sausage Factory.

J. W. & Albert Augustavo are engaging in the meat business in Auburn, Wash.

The Frisco Packing House Market has been opened at 114 W. Iron avenue, Salina, Kans., by Joe Jaeger.

T. F. Keeven has sold out his meat business in Nortonville, Kans., to Ralph T. Fitzmaurice, from Effingham, Kans.

Ray I. Smith has purchased the Topeka Market of the late S. G. Mullin, at 1415 W. Euclid avenue, Topeka, Kans.

The Wolf Meat Market, Larned, Kans., has been sold to Swartz & Zillgitt.

William Hooper is about to engage in the meat business in Girard, Kans.

Louis Koerwitz has purchased the interest of his partner, C. C. Melander, in the Deshler Meat Market, Deshler, Neb.

Hugo Tesch has sold his meat business in Mora, Minn., to F. L. Elliott.

Joseph Dirmberger has sold his meat market in Sauk Center, Minn., to H. G. and Edwin Veenewitz.

The Wm. Balfany Meat Market has been sold to Joe Woodring and William Palmer, Winner, S. D.

For Sausage Makers

BELL'S

Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.
BOSTON**

MASS.

New York Section

R. S. Matheson, sheep and lamb buyer for Swift & Company, Chicago, was a visitor to the city this week.

W. K. Bower, manager of Wilson & Co.'s Beekman branch, spent Christmas with his mother in St. Louis, Mo.

V. Heckler, of the lard sales department, New York district office, Wilson & Co., spent Christmas with his father in Richmond, Va.

L. C. Palmer, of the beef department, New York district office, Wilson & Co., spent Christmas in Washington, D. C., with his people.

C. S. Briggs, of the Chicago produce department of Wilson & Co., came to New York with his wife to spend the Christmas holidays at the home of Mrs. Briggs' people in Brooklyn.

Louis Adler, of Strauss & Adler, died in Asheville, N. C., on December 24th. The remains were brought back to New York and the services took place on Friday morning from the West End Synagogue on West 82nd Street.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending December 22 on shipments sold out, ranged from 10.00 cents to 20.00 cents per pound, and averaged 14.85 cents per pound.

The New York Butchers' Mutual Aid Society has arranged to hold its annual event on Saturday evening, January 12, at the West Side Cafe, 568 Ninth avenue. It will be a beefsteak party and smoker, and an innovation this year will be the serving of beefsteaks specially prepared from Armour's best steers. Messrs. Thomas Greeley and Chris. Murphy are in charge of the entertaining.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending December 22, 1923: Meat.—Manhattan, 1,363 lbs.

Bronx, 20 lbs.; total 1,383 lbs. Fish.—Manhattan, 5 lbs.; Brooklyn, 36 lbs.; Bronx, 8 lbs.; total 49 lbs. Poultry and Game.—Manhattan, 632 lbs.; Brooklyn, 8 lbs.; Bronx, 40 lbs.; total, 680 lbs.

The members of the Ladies' Auxiliary, United Master Butchers, who attended the meeting on Wednesday afternoon, agreed that they were well repaid. The meeting falling on the day following Christmas, many of the members having helped their husbands, as well as doing their Christmas shopping, it was to be expected the meeting would be overlooked. But a goodly number were present and enjoyed an afternoon of sociability. The first meeting of the new year will be held on January 9th and will be interesting and educational. Dr. Marks will speak on topics of the day.

W. F. Pratt, the young son of F. W. Pratt, New York district office of Wilson & Co., is receiving the congratulations of his friends upon his wonderful success as a soprano soloist. On Sunday he sang at the regular service of the Church of the Transfiguration, commonly known as the "Little Church Around the Corner," 1 East 29th street; again at the midnight services, which began at 11:30 Monday night, and again at the special services on Christmas. He has become so popular and has such a fine voice that he was called upon to sing at a wedding which took place at high noon on Wednesday.

DETROIT BUTCHERS ELECT.

The Detroit branch of the United Master Butchers' Association held its annual election recently. The following officers were elected: President, John A. Petz; vice presidents, O. F. King, R. J. Stahl, Martin Bonkovich and John Streit; recording secretary, Emil Schwartz; financial secretary, Carl Moellman; treasurer, Pius Goedecke; trustees, Claude B. Smith, Harry Provo, Paul Arnold, Frank Spanski and Walter Beier.

New Year Resolutions

By A. H. Fenske,

National President, United Master Butchers of America.

To the Master Butchers of America:

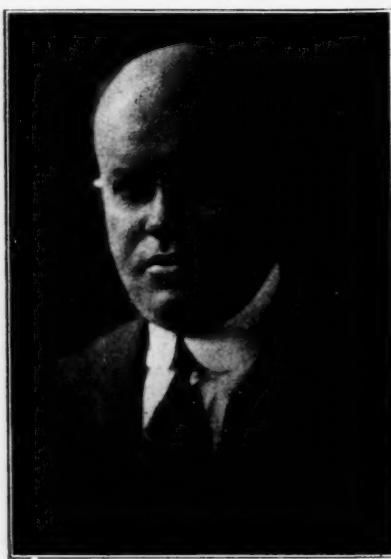
While many of the retailers make resolutions by which they are guided in the coming year, there are others that should but do not. Among these are the past officers of our local and national associations. Every member should resolve to attend his regular meetings, and do his best to make the meetings interesting, instructive and educational.

Officers and past officers are duty bound to be present at meetings, as their presence is usually an inspiration to greater attendance and their experience and advice of great value to the association. Intermix your business meetings with social meetings, and don't forget the ladies. Give a "Ladies' Night"; if necessary, make it a theater party, that they may be satisfied for the many evenings you are away attending meetings.

Business men should take an active part in civic affairs of their city. Above all do not lose your vote. It is interesting to know that at the last presidential election only half of the voters voted. This should not be. You owe it to the grand and beautiful country in which you live to vote, so let it not be the master butcher who is a slacker at the polls. You are entitled to a voice in your local and national government legislation.

Progressive retailers subscribe for trade papers, and are posted on the many activities of the meat industry. If you are not now a subscriber to a good trade paper, resolve to be one. There are several exclusive meat trade publications to select from, all running highly instructive reading matter.

Fraternally,
A. H. Fenske, President.



CHARLES KRAMER.
President, Kramer Bros., Inc.



GEORGE KRAMER.
Sec. and Treas., Kramer Bros., Inc.



WM. KRAMER.
Vice Pres., Kramer Bros., Inc.

Building a Retail Meat Business

How the Small Shop with the Big Trade Grew into a Group of Ten Big Stores—The Pioneer in Picnic Hams

A few months ago THE NATIONAL PROVISIONER told about the biggest retail meat business in the world, and how Vestey Bros. grew from a modest beginning as meat salesmen to own several thousand retail shops, besides their other immense meat interests.

This story may have sounded bigger, but it was no more interesting or romantic than the growth of Kramer Bros. Inc., from a little hole-in-the-wall shop in lower New York City, to be one of the leading meat concerns of the metropolis.

Twenty-five years ago George Kramer had a little butcher shop on Morris near Greenwich street. A picture of it has been preserved, and through the kindness of Mrs. Kramer it is shown here. George himself may be seen in his butcher's attire of that day, with Mrs. Kramer at the opposite side of the entrance. Then, as now, she was his right bower.

In this little store, Mr. Kramer states with pride, was carried on the largest amount of trade in the meat business in the city for the number of square feet covered.

At that time eight to ten cattle, and sometimes more, were purchased daily from the Eastman Company, who granted the privilege of allowing their wagons to wait while the animals were taken in, one at a time, and cut up, sometimes requiring the entire morning, as the size of the store would not permit of the hanging of whole carcasses. The trade then was mostly restaurant, but later developed into retail.

The First Picnic Hams.

A few years after this Mr. Kramer sold a barrel of what he believes was the first California or "picnic" hams in America. This innovation was conceived by a German in the employ of the Eastman Company. The manager, having his doubts about the feasibility of the plan, called upon Mr. Kramer, who undertook to dispose of them.

The first barrel, selling at nine cents a pound, met with such success that the second order was for two barrels, and the volume of business in this product grew and the price was reduced to eight cents a pound. Some months later the new ham was cut and sold by nearly all the packers.

Mr. Kramer, with his brother Charles, remained in this store until 1914, when they branched out with offices and warehouse at No. 517 West 16th street.

The business was incorporated as Kramer Brothers, Inc., in 1913, and the firm consists of the three brothers, George, Charles and William, all members of Ye Olde New York Branch, which George Kramer now heads, and all three leaders in the trade.

The Kramer Warehouse.

The warehouse, which now supplies the ten shops of Kramer Bros. Inc., occupies the three lower floors of the 12-story

building of the Merchants Refrigerating Company. A view of the receiving room of this warehouse is shown.

The third floor is used for offices, storing of paper and making signs; the sec-



THE FIRST KRAMER MARKET.
George Kramer and Mrs. Kramer standing in the doorway of shop started 25 years ago.

ond floor, which is really the main floor, is used for unloading trucks and cars of beef and poultry, with a refrigerator about 25 x 100 feet and a private siding. On the

first floor are the corn beef room and freezer, the latter being about 35 x 40 feet. The entire plant—walls, ceilings, etc.—is of concrete throughout. The most sanitary and up-to-date methods are in use, all meats being hung on hooks as soon as received. This is one of the buildings used by the Army and Navy Department for supplies during the world war.

The officers of Kramer Bros., Inc., are Charles Kramer, president; William Kramer, vice-president; and George Kramer, secretary and treasurer.

BRONX BRANCH ELECTION.

The meetings of the Bronx Branch, United Master Butchers of America, are always very interesting and well attended, but the one on Wednesday evening of last week was full of pep, with talks from the shoulder in which facts were plainly stated.

The principal business of the evening was the nomination and election of officers. The popular "Ruddy" Schumacher was prevailed upon to accept the presidency for the third term, and "get results." Fred Hirsch has accepted the business management temporarily. The officers for the ensuing year, which will be installed at the next meeting by state trustee Fred Hirsch, are as follows:

President, Rudolph Schumacher; first vice-president, Philip Gerard; second vice-president, Leo Spandau; treasurer, A. Vögelsang; recording secretary, John Schulz; financial secretary, John Machovsky; orator, Frank Rugiero; attorney, Harry Roicstacher; business manager, Fred Hirsch; trustees, F. Wehnes, A. Kellerman, Mike Roth, Peter Doersam, Gus Backes, David D. Hirshowitz.

Louis Goldstein addressed the meeting, his subject being compensation insurance. The committee reporting on the mask ball, which will take place at Ebling's Casino on January 17th, 1924, stated that there will be two bands, three prizes for costumes and "real" judges making the selections.



RECEIVING ROOM OF PRESENT KRAMER WAREHOUSE.
This three-story warehouse cooler supplies the ten Kramer shops with meats.

December 29, 1923.

Producers of the Future
What Secretary Gore Said to the Boys
and Girls at the Stock Show.

The recent International Livestock Exposition at Chicago was attended by more than 1,600 boy and girl prize-winners from the Boys' and Girls' Farm Clubs of the country. One of the big events of their program was a dinner and entertainment given them by Thomas E. Wilson at the Wilson & Co. plant. This was reported in a recent issue of THE NATIONAL PROVISIONER, together with Mr. Wilson's talk to the boys and girls. Assistant Secretary of Agriculture Howard M. Gore also spoke, both addresses being re-

ported over the radio to farm listeners all over the country. In his address Secretary Gore said:

"Of all the dreams of life that have been mine up to this day I have never expected that the honor would come to me of being the agency through which our Government paid its respects to the 4-H Clubs on such an occasion as this. Those of you who are gathered here tonight probably little realize the heart promptings and the long years of patient effort on the part of your many friends, both living and gone, that have made possible the organization of which you have the privilege to be members.

"When I was a boy on the farm it was thought that education and opportunity to enlarge one's vision with respect to other industries, and the relation of agriculture to them and to the general business activities of the country, was in a large measure for those who expected to follow the learned professions.

"Today, education and training are for every American boy and girl, for every farm boy and every farm girl, and we have the happy estate that we may take part in producing the food and raiment of this land and still not be circumscribed or handicapped by a life limited by lack of training or opportunity.

"The Secretary of Agriculture had planned to be present in person tonight, but official duties demanding his presence in Washington prevented his coming. However, he has sent you a message which I am pleased to convey to you with the respects of the Secretary, and the greetings of the Department of Agriculture. He says:

"I have been looking forward to meeting with the champion farm boys and girls, and you can well understand my regret in having to write to you that conditions have arisen which prevent me from being in Chicago this week. Will you not say to these boys and girls that I am exceedingly sorry I can not be with them?

"I shall miss the inspiration which I always receive from these meetings with the boys and girls who won their way to Chicago, many of whom will soon be the men and women who will be running things in this country. I am sure their trip to Chicago this week will be interesting and helpful to them in their work during the coming year. I wish them all success and happiness."

Mr. Wilson's Interest.

"While it was not originally intended that I should be one of the speakers of the evening, still I can not resist a desire to join with you and rejoice with you in the interest that the people in every walk of life throughout this land are taking the boys and girls of the American farm.

"This interest is well illustrated in the person of the host of the evening. Not long ago he spent a few hours with me.

"He did not tell me of the wonders of the packing industry and his part therein; he did not relate to me that the industry has been developed to a point where all parts of the animals purchased and processed in his plants are converted and utilized either for food or other useful articles in a form that the public can use without waste.

"He did not tell me how proud he was of the fact that he had had a part in developing the great refrigerator car system that distributes meat animal products from one end of the country to the other, and of the great distributing stations that each succeeding year of their perfection more certainly guarantee to each and

Reduce your delivery costs

by using durable, sanitary

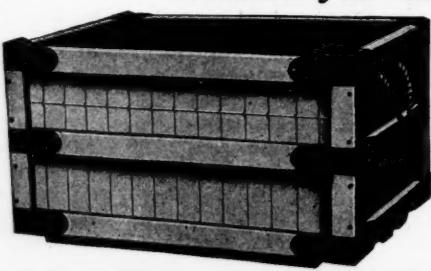
Wagon and Truck Baskets

Easily cleaned and good
for hundreds of trips.

Write for prices

ANDERSON BOX & BASKET CO.
Incorporated

Henderson, Ky.

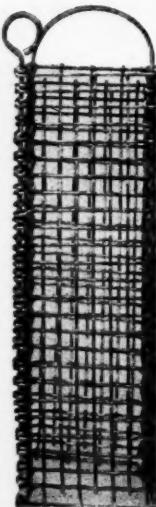


**A Prominent Sausage
Manufacturer says:**

"Increased our minced ham sales
over five hundred per cent in
sixty days by using the Perfec-
tion Sausage Molds."

**Perfection Sausage Molds will benefit
you. Write for particulars.**

SAUSAGE MOLD CORPORATION
918 E. Main St. LOUISVILLE, KY.



THE MOLD



THE PRODUCT

**To speed up chopping,
use "Enterprise" No. 166**

It has a capacity, per hour, of 6,000 lbs. of beef. It has a large capacity and is the most economical chopper you can use, saving time, labor and power.

Frame is perfectly rigid. There is no "give"—no need of excessive pressure to keep knife and plate in perfect contact. Cutters stay sharp twice as long.

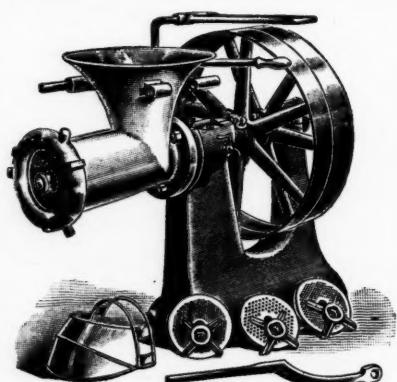
It is noiseless—no gears. Has babbed socket shaft with ten thrust col-

lers, preventing overheating and excessive wear.

Your old chopper—or one of too little power and capacity—may be keeping your costs too high. This improved "ENTERPRISE" can save and make money for you.

Write for Chopper Catalog. There are 72 sizes and styles of "Enterprise" choppers, belt-driven, motor-driven and hand-power.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



every person of the nation some of the palatable products of every section and climate.

"He did not tell me that the development of the preservation and transportation of foods in the modern refrigerator car makes it less possible each year to famine and want to visit any portion of our land.

Nearest to His Heart.

"What he did talk to me about was how interested he was in the boys and girls from one of the city high schools of Chicago who each summer come to his farm and carry on the work of the farm, and how he provides instruction for them as a part of their daily work and effort. You could see by his very expression how proud he was to feel that he had a part in teaching agriculture, and in dignifying agriculture in the minds of the boys and girls of this great city.

"These boys and girls from the city high schools and you who are his guests seem nearest to his heart. And that is fine. It is a proud day for all of us when the country boys and girls of this land, and their training and their opportunity for a broader and fuller life are the object of the love and affection of so many of the men who are carrying on the important affairs of this great nation.

Better Producers and Citizens.

"The Secretary has said that you will soon be the men and women who will be running things in this country. More than that, the country is depending on you to translate these successes gained so early in life into an effective leadership that will develop a broader citizenship in your communities. This you can do by fostering and encouraging the agricultural organizations for the benefit of the farmers in your respective states, and by putting into actual practice the best methods and processes which you have so successfully worked out in your club projects, to the end that the many problems of production and distribution which constantly arise and which will continue to arise may be met in a way that will secure a more stable and firm foundation for our agricultural activities.

"Your work with the boys' and girls' clubs, as is evidenced by your presence here tonight, has been both educational and profitable to you. And permit me to pause here to add that training similar in character, along other lines of effort, must be made available to the boys and girls in other walks of life so that they may have the opportunity to develop the same pride in their life work that is uppermost in your hearts tonight.

The Reward of Effort.

"Before you were eligible to the right to come to Chicago and represent the club and community of which you are a part, you were required to give sustained attention to the project that you undertook. And not only have you had the reward that comes to intelligent, sustained effort, along right lines, to a definite end, but in the process you trained your hands and minds to work together, and have learned something of the dignity of the task that will be yours in your daily life on the American farm.

"Happy and fortunate is the boy or girl who in his training learns the dignity of his undertaking, and he can only learn the dignity of his undertaking when he is able to bring his task up to him, and having brought it up to him, continue it in a way that gives him satisfaction, that gives him the thrill of victory, that gives him the happiness that can only come to those who enjoy and love the work that they perform from day to day. And you have not only had the benefit of the training derived in carrying on your own project, but by observing the methods used by others have learned many things which can be adopted by you and which will be

useful to you. You have learned to take that which is useful and worth while and expand it to a fuller, better and more appropriate use, thus accomplishing the desired results in the most efficient way.

"My dear young friends, one of the greatest results of your 4-H club work is that you have learned how to win and bear your honors with poise and with dignity, and without selfishness, so that others who are not so fortunate have learned the art of contending with you and failing to prevail, rejoice in your happiness and in your success.

The Value of Cooperation.

"Your club work has taught you the value of the real, true spirit of cooperation. And let me say to you that cooperation does not necessarily grow out of an separate or single activity of any particular club, but cooperation in its broadest sense is that which results from coordinating and consolidating all of the possible forces behind a given movement looking toward the accomplishment of a thing worth while for the benefit of all.

"In your wider contact with other groups of workers you will find that many earnest folks have been carrying on their part in other walks of life. You will find that their efforts properly directed contribute many things to the advantage and enjoyment and education and happiness of the American farm home. You will find that a greater appreciation of these folks and their efforts will come to you as the result of excursions such as the one that brings you here. For after all, the strength of the nation and the fullness of our national life is the result of the earnest, sincere contribution of every group, working together, for the comfort and happiness of all.

The Average American Home.

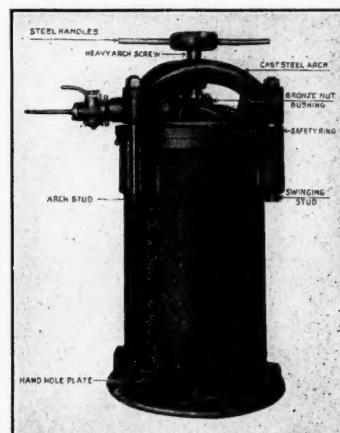
"I am proud to pay my respects to you, my friends, because you represent the average every-day American home. The worth-while people of this nation and those who are its greatest security are not determined by their wealth, their station in life, their race, or their nationality.

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.

Himmelsbach & Schlich

ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.

136 Liberty Street NEW YORK



Made in Three Sizes
100-lbs. 200-lbs. 400-lbs.

R. T. Randall & Co.
331-333 N. 2nd St.

900 1/4

Complete Equipment for Prov. Plants

The worth-while people of this nation or any nation are those who hate injustice and ignorance and conditions that are conducive to them, and who day by day contribute the best of themselves in an effort to enrich the community of which they are a part and to promote the dignity and welfare of their country as a whole.

"In concluding, permit me to say that I am delighted and happy to be the avenue through which the Department of Agriculture greets you and joins with you in the happiness and satisfaction that this occasion brings to you. And I wish that when you go back home you would take this word back to your father and mother and sisters, and neighbors, if they were not able to come along with you. Tell them God bless them, that the Department of Agriculture rejoices to be their servant.

"And in a personal way, I wish that when you go down to the barn and pat the favorite horse or the favorite cow, you would give them an extra pat for me. And when old Shep runs down to greet you and you answer his caress with a gentle stroke on the head, just give him an extra pat for me, for when I think of them it makes me homesick, and I can only endure absence from a life on the farm because, being in the great Department of Agriculture, I have an opportunity to serve you."

Uniformity of Product in Your Smokehouse

is dependent largely on the quality of smoke. Hickory Sawdust produces the quality of smoke necessary to the best results.

We carry a large stock of Hickory Sawdust. Write for prices and deliveries.

Sawdust Sales Co.
19th and Clearfield Sts.
Philadelphia, Pa.

Keep Your Costs Down

**Install Randall Compressed
Air Stuffers and Lower
Your Overhead Cost**

**The Leading Provision
Plants Everywhere Prefer
Randall Stuffers**

*Let us show you why
Write us today*

R. T. Randall & Co.
Philadelphia, Pa.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium and heavy.....	9.00@ 9.75
Cows, canners and cutters.....	1.25@ 2.50
Bulls, bologna	4.25@ 4.75

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	14.75@15.00
Calves, veal, common to medium.....	9.00@12.25
Calves, veal, culs, per 100 lbs.....	7.50@ 8.50

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	13.75@14.00
Sheep, ewes, prime, 100 lbs.....	6.75@ 7.00
Sheep, ewes, common to good, 100 lbs.....	3.50@ 6.50

LIVE HOGS.

Hogs, heavy	7.25@7.50
Hogs, medium	7.50@7.65
Hogs, 140 lbs.....	7.50@7.65
Pigs, under 70 lbs.....	7.25@7.50
Roughs	6.75@6.25

DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy.....	20 @21
Choice, native, light.....	21 @22
Native, common to fair.....	16 @19

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	
Native choice yearlings, 400@600 lbs.....	19 @20
Western steers, 600@800 lbs.....	13 @16
Texas steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	17 @18 1/2
Common cows	12 @12
Common to fair cows	9 1/2 @11
Fresh bologna bulls.....	8 @ 8 1/2

BEEF CUTS.

Western. City.	
No. 1 ribs	23 24 @26
No. 2 ribs	10 20 @23
No. 3 ribs	13 16 @19
No. 1 loins	32 30 @32
No. 2 loins	23 26 @29
No. 3 loins	13 22 @25
No. 1 hinds and ribs	26 @28 22 @27
No. 2 hinds and ribs	23 @24 20 @21
No. 3 hinds and ribs	19 @20 17 @19
No. 1 rounds	21 @22 15 @16
No. 2 rounds	14 @15 @14
No. 3 rounds	13 @14 12 @13
No. 1 chuck	14 @15 17 @18
No. 2 chuck	14 @15 15 @16
No. 3 chuck	7 @ 8 13 @14
Bologna	6 9 @10
Rolls, reg., 6@8 lbs. avg.....	22 @23
Rolls, reg., 4@6 lbs. avg.....	17 @18
Tenderloins, 4@5 lbs. avg.....	60 @70
Tenderloins, 5@6 lbs. avg.....	80 @90
Shoulder clods	10 @11

DRESSED CALVES.

Prime	22 @24
Choice	21 @22
Good	21 @22
Medium	21 @22
Common	21 @22

DRESSED HOGS.

Hogs, heavy	@10 1/2
Hogs, 180 lbs.	@10 1/2
Hogs, 160 lbs.	11
Hogs, 140 lbs.	11 1/2
Pigs, 80 lbs.	11 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	23 @24
Lambs, poor grade	16 @22
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culs	9 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	21 @22
Hams, 10@12 lbs. avg.....	20 @21
Hams, 12@14 lbs. avg.....	20 @21
Picnics, 4@6 lbs. avg.....	13 @14
Picnics, 6@8 lbs. avg.....	12 @13
Rollettes, 6@8 lbs. avg.....	14 @15
Beef tongue, light.....	30 @34
Beef tongue, heavy.....	35 @40
Bacon, boneless, Western	19 @20
Bacon, boneless, city	17 @18
Pickled bellies, 10@12 lbs. avg	13 @14

THE NATIONAL PROVISIONER

December 29, 1923.

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	15 @16
Fresh pork tenderloins.....	40 @45
Frozen pork loins, 10-12 lbs. avg.....	14 @15
Frozen pork tenderloins.....	35 @40
Shoulders, city, 10@12 lbs. avg.....	11 @12
Shoulders, Western, 10@12 lbs. avg.....	11 @12
Butts, boneless, Western.....	14 @15
Butts, regular, Western.....	12 @13
Fresh hams, city, 8@10 lbs. avg.....	10 @20
Fresh hams, Western, 10@12 lbs. avg.....	17 @18
Fresh picnic hams, Western, 6@8 lbs. avg.....	10 @11
Extra lean pork trimmings.....	10 @11
Regular pork trimmings, 50% lean.....	9 @10
Fresh spare ribs.....	10 @11
Raw leaf lard.....	14 @15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 lbs.	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs.	115.00@120.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.	140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@30c
Fresh steer tongues, L. C. trim'd	@38c
Calves, heads, scalded.....	@65c
Sweetbreads, veal	@75c
Sweetbreads, beef	@60c
Beef kidneys	@16c
Mutton kidneys	@ 8c
Livers, beef	@23c
Oxtails	@16c
Hearts, beef	@ 7c
Beef hanging tenders.....	@22c
Lamb fries	@10c

BUTCHER'S FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 5 1/2
Cond. suet	@ 4 1/2
Bones	@25

SPICES.

Pepper, Sing., white	15
Pepper, Sing., black	11
Pepper red	17
Allspice	6
Cinnamon	12
Coriander	10
Cloves	38
Ginger	21
Mace	63

CURING MATERIALS.

In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated.....	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, granulated	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
In 25 barrel lots:	
Double refined saltpetre, granulated	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, granulated	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
Carload lots:	
Double refined nitrate of soda, granulated 4 1/4	4 1/4
Double refined nitrate of soda, crystals. 5	4 1/4
No. 3.....	At value

DRESSED POULTRY.

FRESH KILLED.	Kip. H kip.
5-9 9 1/2-12 1/2	12 1/4-14 14-18
Prime No. 1 veals, 16 lbs.	2.15 2.35
Prime No. 2 veals, 17 lbs.	2.15 2.25
Buttermilk No. 1, 16 lbs.	1.80 2.00
Buttermilk No. 2, 14 lbs.	1.75 1.90
Branded, grubby, 11 lbs.	1.20 1.35
No. 3.....	At value

GREEN CALFSKINS.

5-9 9 1/2-12 1/2	12 1/4-14 14-18
Prime No. 1 veals, 16 lbs.	2.15 2.35
Prime No. 2 veals, 17 lbs.	2.15 2.25
Buttermilk No. 1, 16 lbs.	1.80 2.00
Buttermilk No. 2, 14 lbs.	1.75 1.90
Branded, grubby, 11 lbs.	1.20 1.35
No. 3.....	At value

Western, 43 to 47 lbs. to dozen, lb..... 22 @23
Western, 36 to 42 lbs. to dozen, lb..... 22 @24
Western, 31 to 35 lbs. to dozen, lb..... 22 @24

Fowls—Fresh—dry packed, corn fed—barrels.
Western, dry packed, 5 lbs. and over, lb. 20 @22
Western, dry packed, 4 1/4 lbs. each, lb. 19 @21
Western, dry packed, 3 1/2 lbs. each, lb. 15 @17
Western, dry packed, 3 lbs. and under, lb. 14 @16

Old Cocks—dry packed—boxes or bbls.

Western, dry packed, boxes 15 @17

Western, scalped, bbls. 14 @16

Ducks—

Long Island, frozen, per lb., bbls. 27 @27 1/2

Squabs—

White, 12 lbs. to dozen, per dozen. 9.50@10.50

White, 10 lbs. to dozen, per dozen. 7.50@ 8.50

Culls, per doz. 1.00@ 1.50

LIVE POULTRY.

Broilers, via express 35@40

Old roosters, via freight 14

Ducks, via express 26@28

Turkeys, via express 30@32

Geese, via express 23@26

Pigeons, per pair, via freight or express @35

Guineas, per pair, via freight or express @30

EGGS.

Fresh gathered, extras, per doz. 47 @49

Fresh gathered, extra firsts 44 @46

Fresh gathered, firsts 41 @43

Fresh gathered, checks, fair to choice, dry, 25 @29

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs. 2.90

Ammonium sulphate, double bags, per 100 lbs., f. o. b., New York. 2.70

Blood, dried, 15-16%, per unit. 4.20

STRENGTH



Where there's weight
there's strength

Time tells! Much as the constant drip, drip, drip of water on stone will eventually wear away the surface—so will every day hard usage make inroads into the efficiency of your cold storage doors.

Ever stop to consider the number of people that pass through your doors each day—going in and out? Ever stop to consider the countless slams, bangs, bumps and crashes each door has to withstand in every day's work—365 days a year—year in and year out?

The doors of your plant are **important**—vitally important! They must stay "in commission" and serve their purpose without flinching—without taking any trips to the "shop" for repair. For their absence from the line of duty handicaps the efficiency of the plant!

We realize the **importance** that the cold storage door takes in cold storage **plant efficiency**—have realized it for seventeen years, since our very beginning.

By test, Jamison Doors weigh considerably more than other doors. By test the hardware on Jamison Doors weighs **three times as much** as the hardware on other doors. The weight **PLUS** the construction gives the needed strength. Jamison Products, are **truly** heavy duty products. And that's what you want!

*If you care to make a comparative test of
these weights, we shall be glad to have
you do so—at our expense.*

Write for our catalogue
Address Desk 8

JAMISON COLD STORAGE DOOR COMPANY
Hagerstown, Md., U. S. A.

Jamison Doors
for better
refrigeration

An Expression of Approval!

Arnold Bros., prominent packers of Chicago, Ill., express their entire satisfaction with the

New "BUFFALO" GRINDER

They say:

"We have found your Grinder to be very satisfactory. It not only grinds our coarse cuts very satisfactorily, but the meat going thru the fine plates is ground better and quicker than on any other Grinder that we have used."

"The ring oil feature is most satisfactory. There is nothing else to comment on because the machine is entirely satisfactory in every respect."

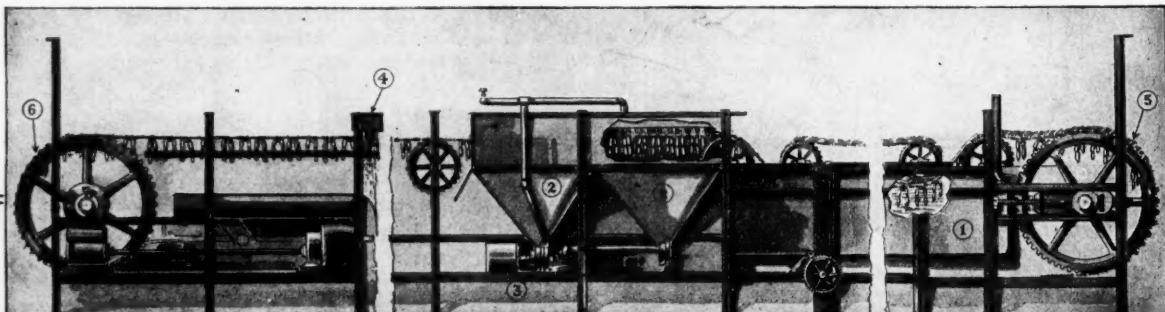
Sincerely yours,

ARNOLD BROS.
Per Paul W. Frier."

Like the celebrated "BUFFALO" Silent Meat Cutters and Mixers, these Grinders are built to last and do good work and not to meet a price.

John E. Smith's Sons Co.
51 Broadway, Buffalo, N. Y., U. S. A.

Patentees and Manufacturers of World-Famous "Buffalo" Silent Meat Cutters, Grinders, Mixers and Sausage Stuffers.



The only successful mechanical system for cooking sausage, has been made possible by the invention of the "HETZEL CONTINUOUS SAUSAGE COOKER."

The following advantages have been successfully demonstrated over all other methods of cooking sausage:

- Continuous operation
- Economy in labor
- Positive uniformity of cooking
- Uniformity of color
- Reduced shrinkage
- No broken sausage

Concentrates the cooking of all sausage in a tank approximately 10 feet long, up to a capacity of 4000

pounds of frankfurters per hour. Any kind of sausage can be cooked—capacity varying according to kind.

Sticks are placed on a chain conveyor which carries same thru cooking tank, direct from cooking tank thru cold water spray, then thru hot water shower. The conveyor passes a sufficient distance beyond the hot water shower to permit sausage to dry off before being removed.

Conveyor mechanism is operated by a 3 horsepower motor and can be varied in speed according to kind of sausage being cooked.

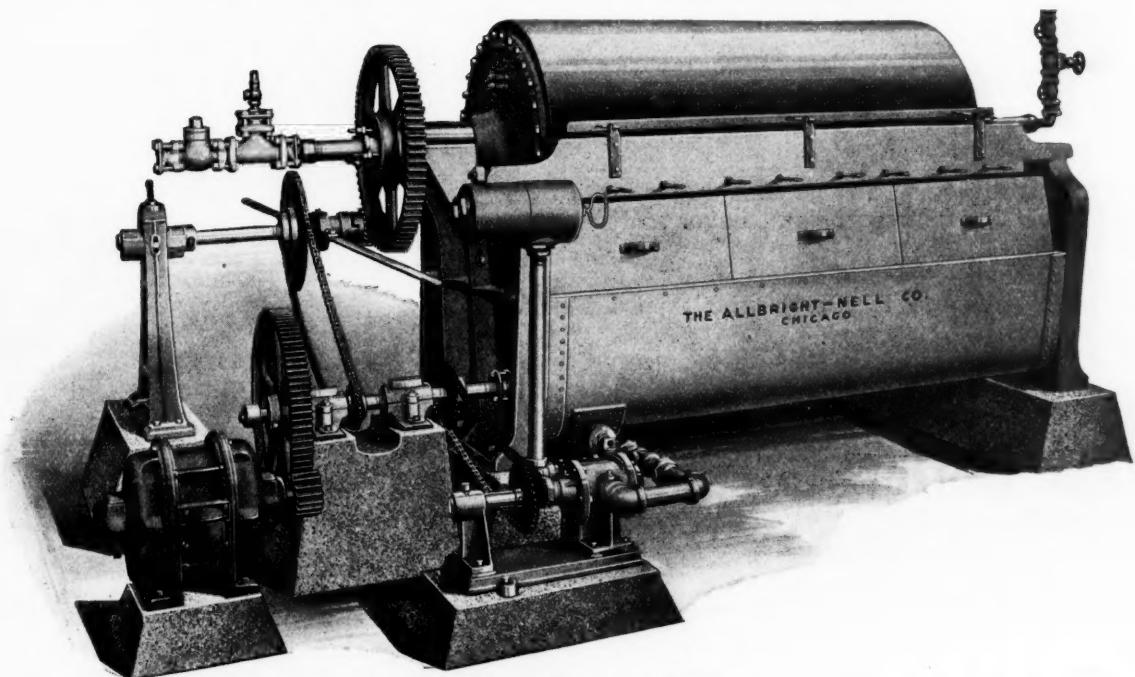
For further particulars, prices, etc., address

The Packers Machinery & Equipment Co.
1400 W. 47th St., Chicago - 1519 N. Eden St., Baltimore, Md.

Manufacturers of the

Hetzell Continuous Sausage Cooker

THERE ARE MORE THAN
300 ANCO LARD ROLLS
 IN DAILY OPERATION! WHY?



ANCO Lard Roll
 (MOTOR DRIVEN)

THE STANDARD OF ROLLS

BECAUSE it makes the best finished products and meets the requirements of highest efficiency with the lowest operating costs.

BECAUSE its superior construction represents knowledge gained from forty years of practical experience.

ANCO ROLLS are made as above with equipment arranged for the use of direct expansion ammonia. They are also made with tight and loose pulleys for belt drive and for the use of cold brine. Jacketed picker or feed troughs as well as worm gear drives can be furnished if requested.

Made in three sizes—28" x 48", 3'0" x 6'0", 4'0" x 9'0".

WE SHALL BE PLEASED TO FURNISH ADDITIONAL INFORMATION

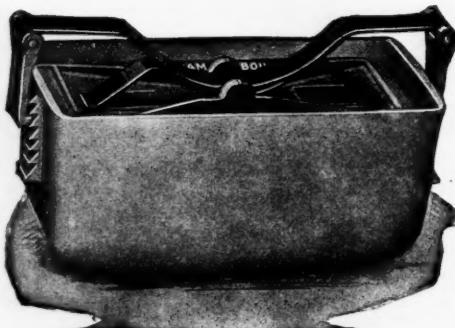
THE ALLBRIGHT-NELL CO.

The Leading Packing House Machinery Manufacturing Establishment of the World.

General Office and Factory:

5323 So. Western Boulevard

CHICAGO, ILLINOIS



MEAT LOAF PAN, Made in 2 Sizes

Produces a superior ham, cooking same in its own juice, thereby retaining the full flavor and valuable food vitamines.

Eliminates the use of cord and cloth.

Exclusively adopted by the largest American and foreign packers.

Based on simple common sense principles. Can be worked by anyone.

The Supreme Ham and Corned Beef Containers

With the Yielding Spring Pressure

Manufactured in nine types and twenty-eight sizes. Constructed of smoothly cast ALUMINUM, will not rust, are easily cleaned, and maintain their value in aluminum even after they have been discarded.

The yielding springs allow for the expansion and contraction while cooking, greatly reducing the loss from shrinkage. This saving alone pays for the containers over and over again.

Infringements will be prosecuted



Type E (pear shape) made in two sizes

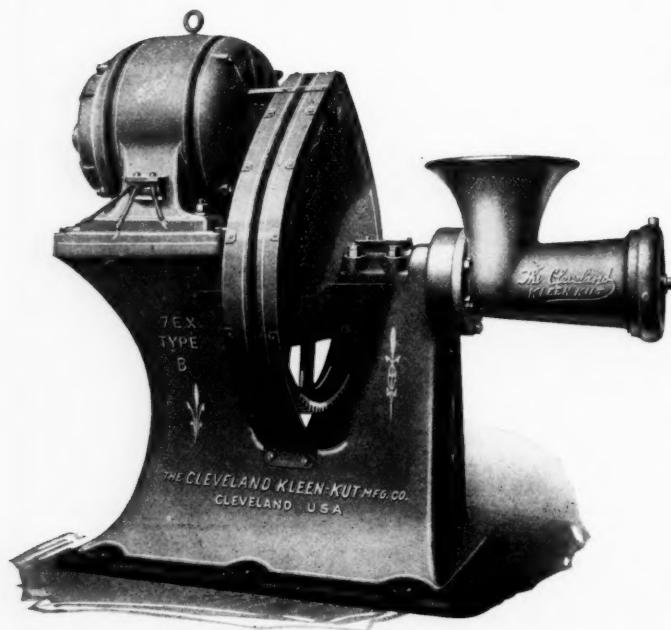
Write for Details to

Ham Boiler Corporation

1762 Westchester Ave. New York City

Represented in Great Britain by The Brecht Co., 6 Stanley Street, Liverpool, and 12 Bow Lane, London.
South American Representatives: The Brecht Co., Calle San Martin 235, Buenos Aires.

Power in Abundance



CUT the toughest of materials—cheek meat, beef palates, frozen meats, etc., without the slightest quiver in the steady continuous power delivered by this super-built Kleen-Kut. The cylinder, feed screw and ring are exceptionally heavy. All bearings are phosphor bronze conserving power and enabling capacities of 4 to 5 tons per hour of such materials.

Possibly there are installations near to you, visit them, talk with operators and learn first hand what this No. 7 E X Cleveland Kleen-Kut will do. Your expenses in man power, operating and maintenance costs might be considerably reduced.

Leading Butchers' and Packers' Supply Houses and Jobbers anywhere will gladly supply details.

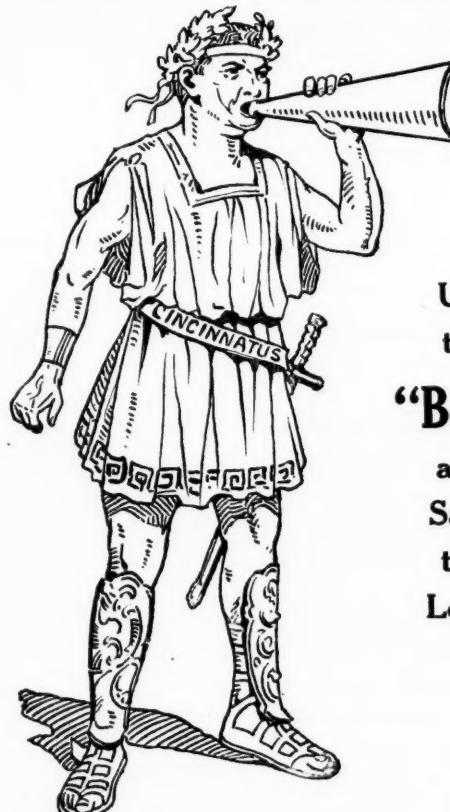
THE CLEVELAND KLEEN-CUT MFG. CO.
CLEVELAND OHIO
No. 18 of a Series.

THE CLEVELAND KLEEN-KUT



1923
 Has Been
 Our Banner
 Year Since
 We Are
 in Business.
 It Proves
 That Packers
 Everywhere
 Recognize the
 Superior Merits
 of Our

“Boss” Machines and Appliances



Use
 the
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 and
 Save
 the
 Loss.

Tra-ra-ra-ra-boom-de-aye!
 19—24—hooray!
 “BOSS” MACHINES have won their way
 Are on top and there to stay.
 Their great saving day by day
 Proves how well their use does pay!

HAPPY NEW YEAR
and THANKS
to all our
FRIENDS AND PATRONS

THE CINCINNATI BUTCHERS' SUPPLY CO.

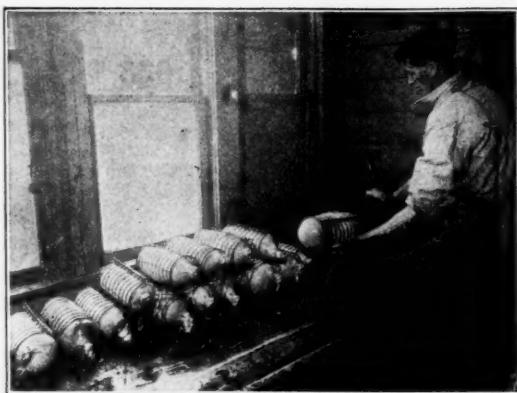
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 Outfits

Manufacturers
 “BOSS” Machines

Sausage
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Factory and Main Office
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Save Tying and Breakage

You can use Beef Bladders and Beef Back Ends for making
**Bologna, Ham Sausage,
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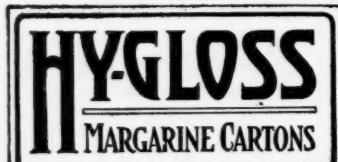
or any sausage usually stuffed in beef bungs

Koch Tinned Wire Sausage Form

Saves tying and breakage and produces a superior package, uniform in size and shape, and particularly adapted to machine slicing.

WESTERN BUTCHERS' SUPPLY CO.

156-160 Fourth Street *Sole Distributors* SAN FRANCISCO, CAL.



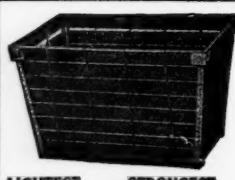
Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

NATIONAL
Carton Company
 JOLIET, ILL.

Fred K. Higbie Supply Co. *Packers' Supplies*

Lard Half Bbls.
 Baskets—Hams, Sausage
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 Waxed Paper
 Sheep and Beef Stockinettes
 Fullers Earth—English XL Brand
 111 W. Washington Street
 CHICAGO
 F. K. Higbie, Pres.



When you
 think of
Baskets

THINK
 OF

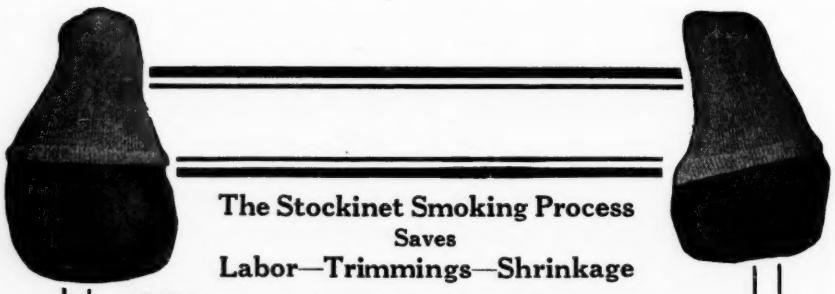


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 DETROIT, MICH.

*We extend Christmas and
 New Year Greetings to all our
 Friends and Patrons.*

M. BRAND & SONS

FIRST AVE. & 49TH ST.,
 NEW YORK, N. Y.



The Stockinet Smoking Process Saves Labor—Trimmings—Shrinkage

SMOKE your meats in stockinets and get uniformity, sanitation and even butts.
 Many prominent packers throughout the United States are now practicing our process under license a agreement with us and are having wonderful success with it.
Infringers of our patented process sooner or later will be apprehended and dealt with accordingly

FOR FURTHER PARTICULARS WRITE

Thomas F. Keeley, *Licensor*

516 E. 28th Street - - - Chicago, Ill.

400% In One Year!

Oscar Mayer's Casing Flusher paid for itself four times in one year in labor alone, on an actual test made by one of Chicago's leading sausage manufacturers, and at the same time gave the casings a better flushing and cleansing than could be gotten while the casing is running onto the flusher tube.

This Machine is doing wonders for big and small packers and sausage makers. The price of the machine is so reasonable that it is within the reach of all. One small sausage maker says: "Thanks for selling me the machine—it is saving me money every day—I wish I had known of it sooner." A large Packer writes: "The machine is doing all you said it would and more."

If You are without one of these Flushers dollar after dollar is being shamefully wasted in your plant each day. The coupon below will tell you further how the machine will save you money and increase your production—don't hesitate—mail the coupon now.

Stop Wasting Money—Buy a Flusher!

OSCAR G. MAYER

1241 Sedgwick Street
Chicago, Ill.

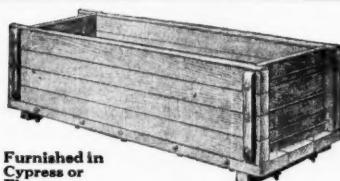
OSCAR G. MAYER

1241 Sedgwick St., Chicago, Ill.

Send me further details and price of your flusher.

Name

Town State



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For Use In Meat Packing and
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For curing, soaking, scalding, chilling and various other uses. Can furnish any size and special tanks and vats for miscellaneous uses as required.

Prompt delivery on receipt of order

Kalamazoo Tank & Silo Co. **Kalamazoo, Michigan**
Tank Builders Since 1867

Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers
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Pails and Drums

for
LARD
and
COMPOUND
Also
Sanitary
Key-Opening
MEAT CANS

Containers of superior quality at reasonable prices for prompt shipment.

WHEELING CORRUGATING
COMPANY
CAN DIVISION
Wheeling - - W. Va.



Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful?

If not, why not try the Henderson-Haggard Chlorine Process, which is installed under Positive Guarantee to eliminate odors.

It is safe, simple, cheap.

W. J. SPRINGBORN
Consulting Sanitary Expert
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SAUSAGE CASINGS

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CRACKLINGS OR TANKAGE in a Vulcan Renderer and Dryer

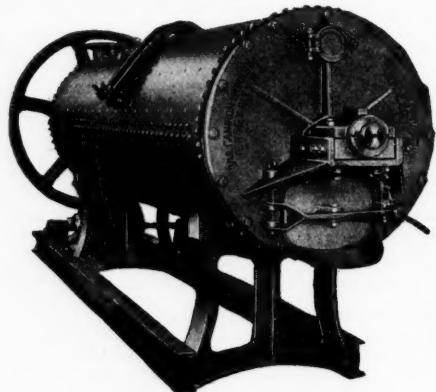
Odorless Vapor Systems

Renderer No. 2—6000 lbs. Per Charge
Renderer No. 3—4000 lbs. Per Charge
Renderer No. 4—2000 lbs. Per Charge

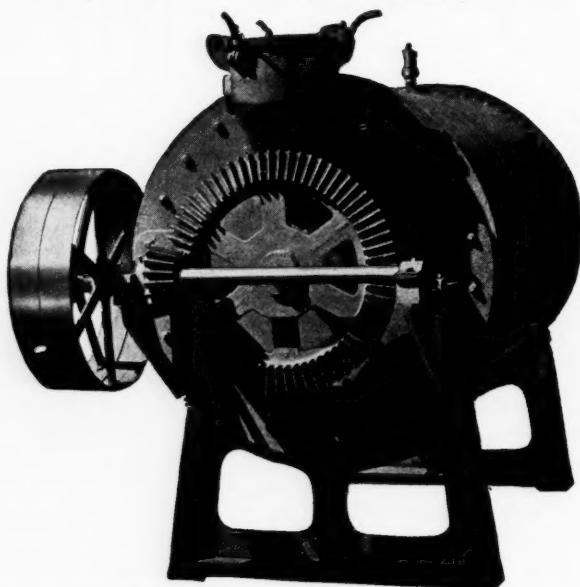
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EST. 1848

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400 Plants Equipped With



Rapid Fat Melter for Dry Cooking

Manufactured by

WASTE SAVING MACHINE CO.

1509 Real Estate Trust Bldg.
PHILADELPHIA, PA.

“Music Hath Charms”

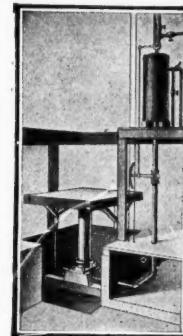
We say it and we sing it,
 And we strive to make it clear,
 There is fame and fortune in it
 For the Bright Young Engineer,
 Who will “**Hook 'er to the Biler,**”
 And make the Big Boss Grin,
 As he sees the old plant hummin'
 And the Dollars rollin' in.
 If your plant is runnin' “cat bird,”
 And no Dividends can come,
 Jest “**Hook 'er to the Biler,**”
 And watch the old Bird hum.
 The trouble with your lay-out,
 It's too infernal slow,
 Just let us fellers “**Hook**” ya,
 Then watch your earnings grow.

“Attach it to the Steam Generator”

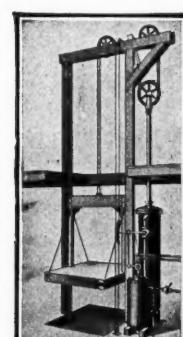
(As the London publisher demanded we should say it.)

CRAIG RIDGWAY & SON CO., Coatesville, Pa.

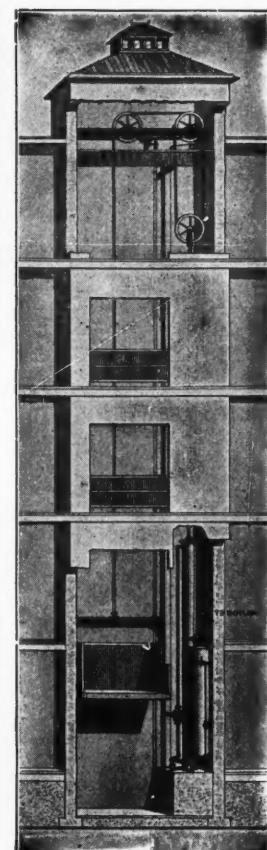
Elevator Makers to Folks Who Know



Direct Acting



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Over 2000
In Daily
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General Motors Trucks



A GMC in use for Kum-bak Meat Market



Companies that consider trucks a most important factor in the growth and success of a business invariably choose GMC trucks, because they make quick deliveries at minimum expense and are able to overcome unusual road and load conditions. In the provision industry such companies as Swift, Morris, Armour operate fleets of GMC trucks in all parts of the country.

GMC chassis list at the factory as follows: 1-ton \$1,295; 2-ton \$2,375; 3½-ton \$3,600; 5-ton \$3,950; tax to be added.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

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MICHIGAN

Armour's Sausage Casings

GUARANTEED TO PASS U. S. GOVERNMENT INSPECTION

Sheep Casings
Beef Casings
Hog Casings

**Absolute
Assurance
of Safety**

All risk is eliminated when you buy Armour's sausage casings. They will meet your most exacting requirements with practically no waste.

Armour casings are clean and dependable; carefully sorted, graded; and will pass government inspection. They possess a uniform standard of excellence that assures you of complete satisfaction.

Write for prices.

ARMOUR AND COMPANY
Union Stock Yards
CHICAGO



STAMINA-MAKING FOODS

for your lively youngsters

PEP, energy, determination, the will-to-win — these are the qualities we all want in our youngsters, and such qualities have to be supported by nourishing, invigorating foods. Recognizing our responsibility toward the parents of growing boys and girls, we see to it that every product bearing the Wilson label is a clean, healthful, appetizing food upon which you can completely depend.

Ask your dealer for Wilson's Certified Ham and Bacon and other Wilson products, and drop us a postal card asking us for a free copy of our interesting book on Meat Cookery.



This mark **WILSON & CO.** *your guarantee*

The Wilson label protects your table



ALLIED PACKERS
INCORPORATED
CHICAGO, ILL.
HONEY BRAND--HAMS--BACON
GOOD WILL BRAND--LARD--BUTTER--EGGS

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Chas. Wolff Packing Co.	Topeka, Kans.	F. Schenk & Sons Co.	Wheeling, W. Va.
Parker-Webb Co.	Detroit, Mich.	W. S. Forbes & Co., Inc.	Richmond, Va.
Klineck Packing Co.	Buffalo, N. Y.	Western Packing & Provision Co.	Chicago, Ill.
	40 Tenth Ave., New York		

CANADIAN PACKING CO. PLANTS

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The Wm. Schluderberg-T. J. Kurdle Co. PACKERS BALTO, MD.



We are always open for choice offerings of fresh Pork Cuts, Hams, Picnics, etc.—produced in excess of requirements. Write or wire your offerings.

HAMS, BACONS, LARD, SAUSAGES,
SOUTHERN ROSE AND PEARL
BRAND COMPOUND, PORK, BEEF,
VEAL AND LAMB.

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QUALITY
REG. U. S. PATENT OFFICE
"ALL NATURE'S" GOODNESS

HEIL PACKING CO.

ST. LOUIS

Complete Line of Pork Products **Hams, Bacon, Lard**

INDIANAPOLIS ABATTOIR CO., Indianapolis, Ind. Beef and Pork Packers

Shippers of Dressed Beef and Hogs

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 New York, 448 West 14th Street
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 Indianapolis Abattoir Co., 215 E. Jefferson St., Louisville, Ky.

 Mixed Cars a Specialty

DETROIT Sullivan Packing Company MICHIGAN

PRODUCERS OF

Cadillac Hams Bacon Sausage Lard
CARLOAD SHIPPERS OF DRY SALT, GREEN AND PICKLED MEATS

St. Louis Independent Packing Co. BEEF AND PORK PACKERS AND SHIPERS OF WESTERN DRESSED BEEF AND PORK

Mixed Cars of Beef, Pork and Provisions a specialty. We own and operate INDEPENDENT LINE of Refrigerator Cars
 Branch House: PITTSBURGH, PA.
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 Main Office and Packing House: ST. LOUIS

J. T. McMILLAN COMPANY, St. Paul Minn. PACKERS AND PROVISION DEALERS

Write or wire us when you wish to buy the finest quality of Lard or S. P. Meats

George Kern, Inc.

Manufacturers of

High Grade Bologna, Sausages, Hams, Bacon, Pure Lard

Wholesale Provisioners

244-352 West 38th Street
NEW YORK CITY

Jacob Dold Packing Co.

Packers and Provisioners

Niagara Brand Hams and Bacon White Rose Pure Lard



A Mark of Quality

Buffalo

Wichita

Omaha

Liverpool

*Producers of the celebrated "Niagara" brand
Hams for boiling. Write or wire for prices*



ASK THEM!

ONE HUNDRED of the leading packers
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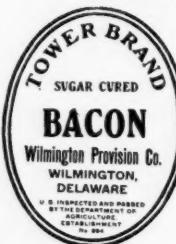
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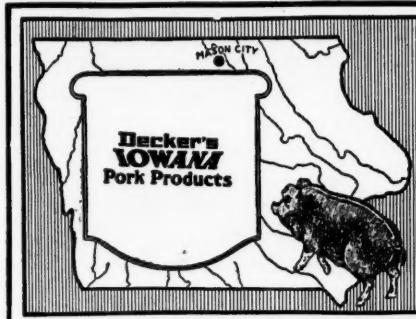
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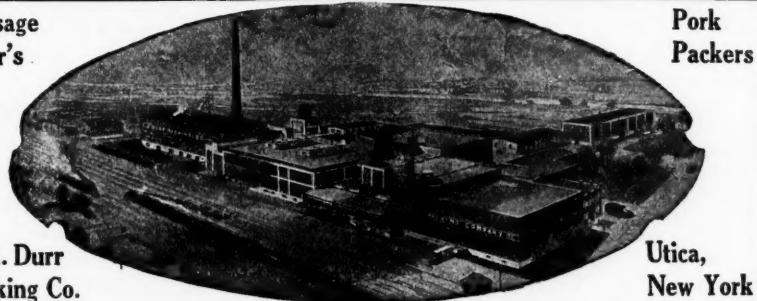
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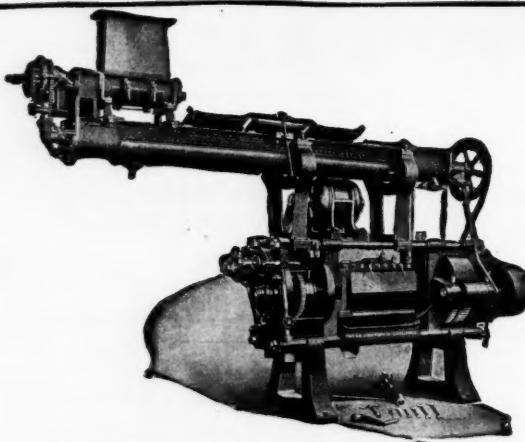
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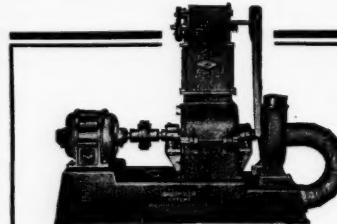
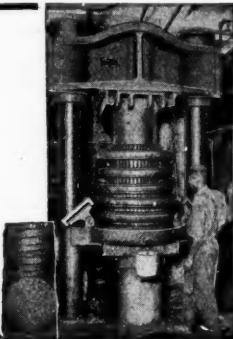
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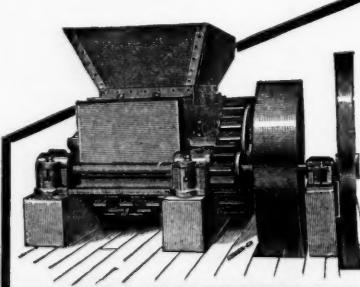
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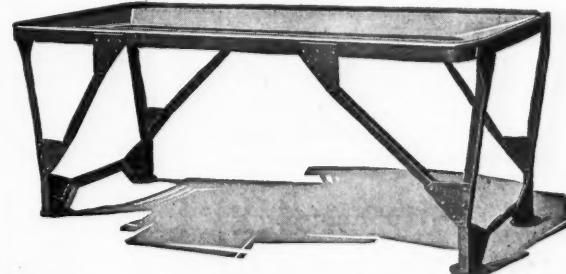
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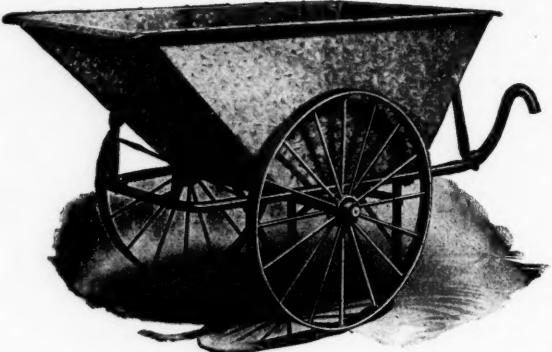
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